THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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What is our industry saying . . TO US?

The voice of our industry is on the air—broadcasting the story of canned foods. Millions of women are listening. It will pay us to listen, too. There's a message for us who pack the nation's foods as well as for those who buy them.

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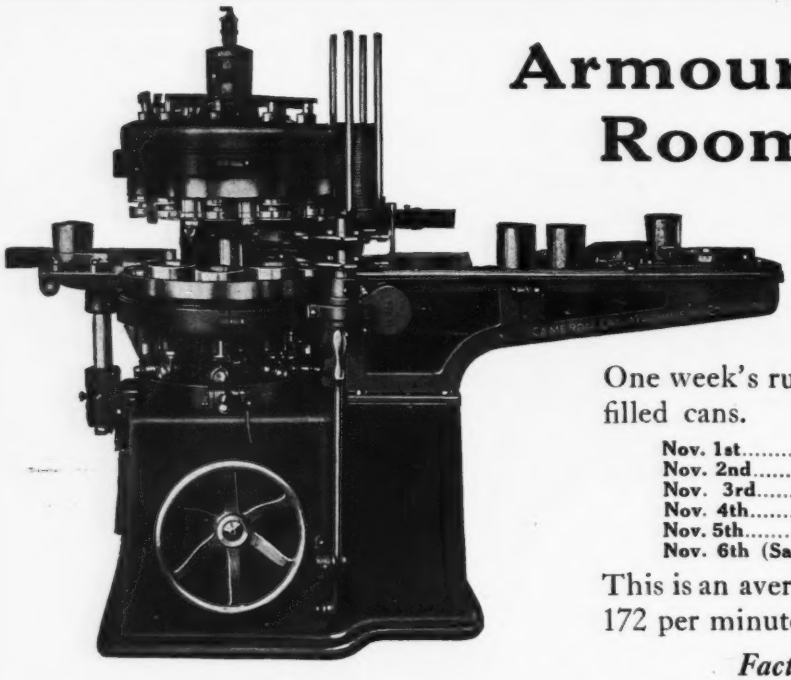

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The Cameron No. 51 Rotary Double Seamer stands on this record

One week's run, 10½ hours per day, on closing filled cans.

Nov. 1st	108,216
Nov. 2nd	109,445
Nov. 3rd	107,140
Nov. 4th	108,719
Nov. 5th	108,437
Nov. 6th (Sat., 6 hrs.)	62,535

This is an average of 10,333 cans per hour, or 172 per minute, over a week's operation.

Facts, Not Conversation!

CAMERON CAN MACHINERY COMPANY

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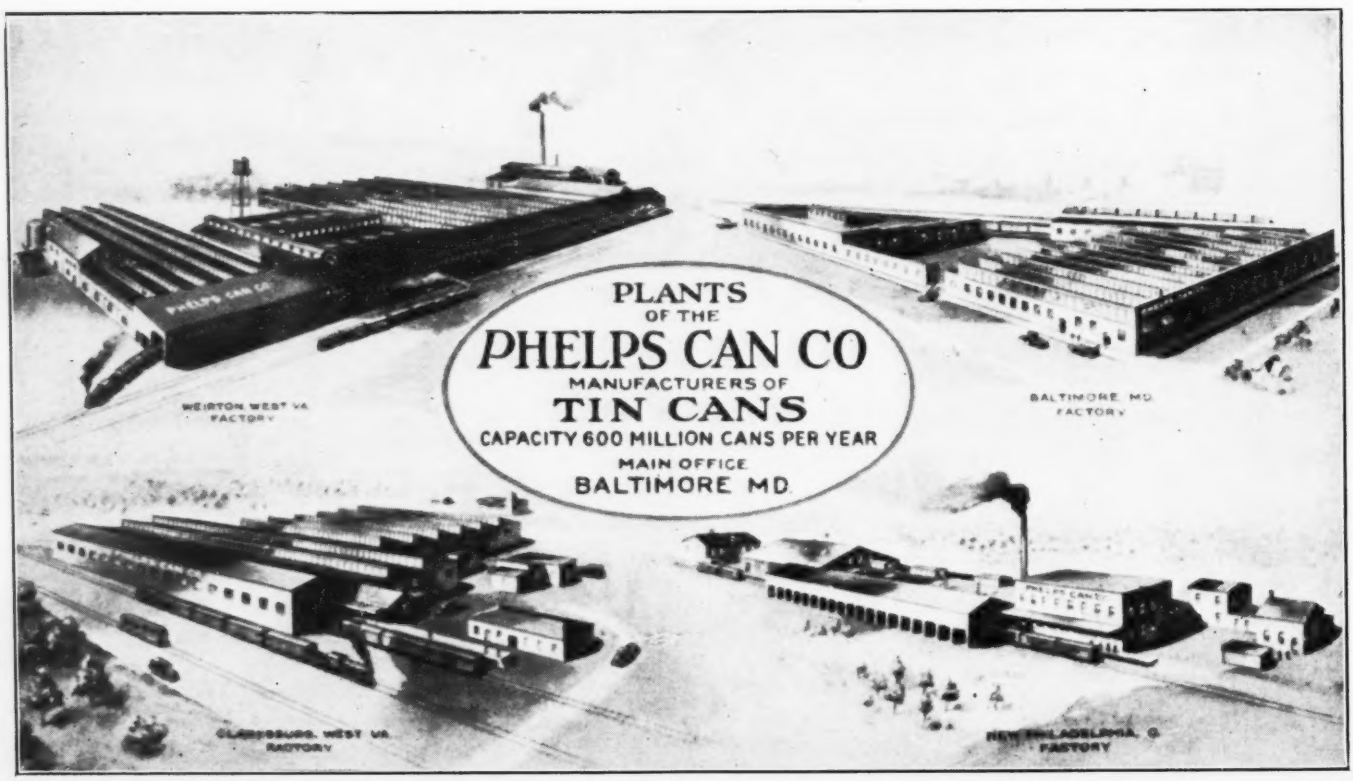

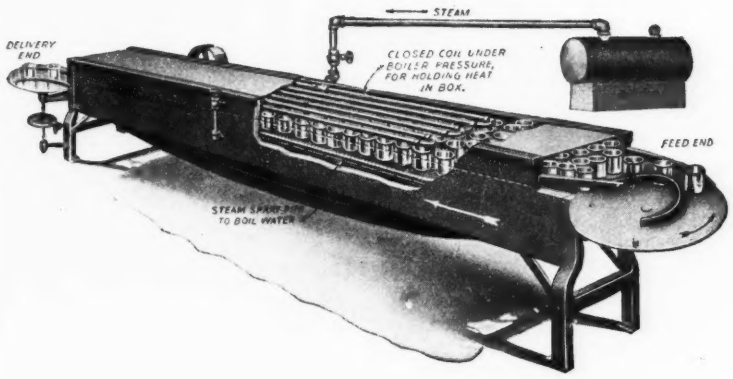

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Takes all size cans without any adjustment.
Made in sizes to suit your requirements.
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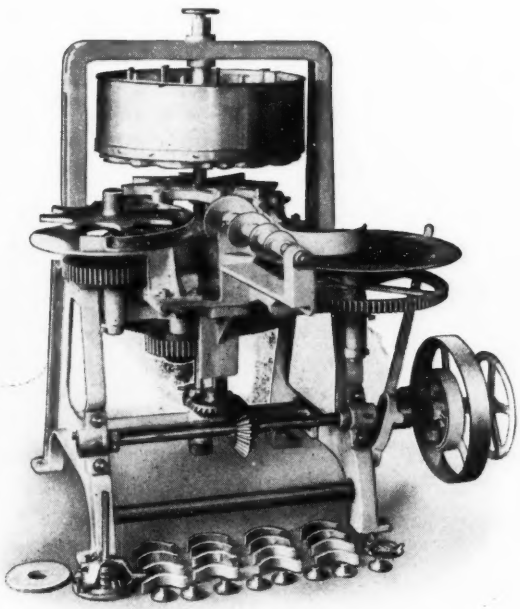

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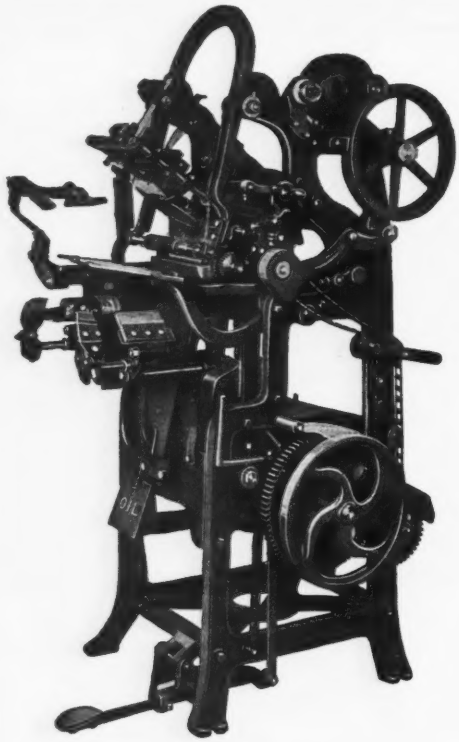

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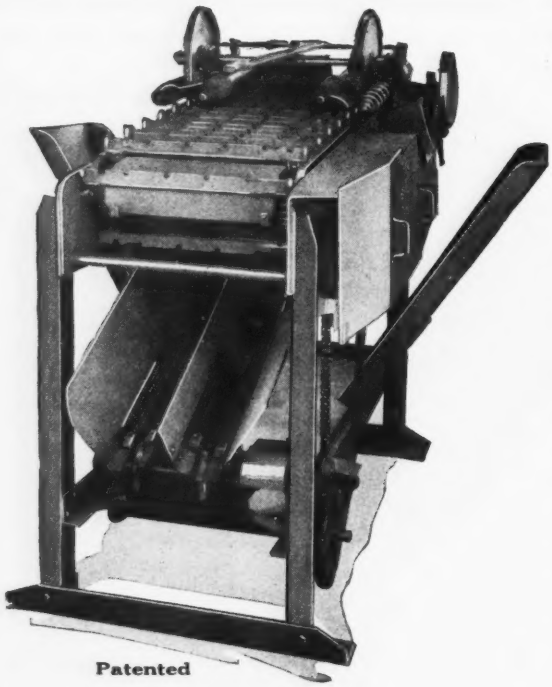

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DISTRIBUTORS—You will find the information, covering the above subjects, so interesting and valuable that you would not part with the book at any price. An education in food production, and a help in case of food law questions.

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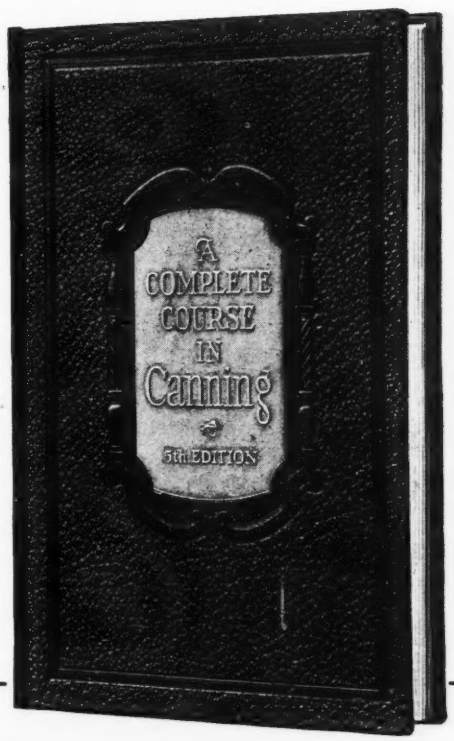

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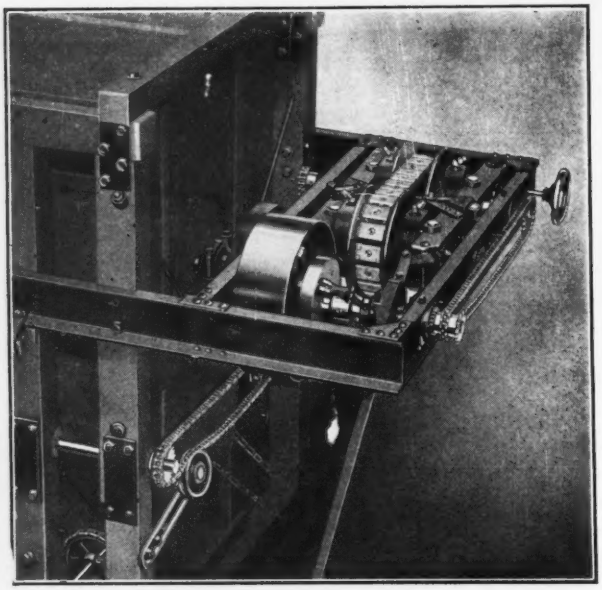

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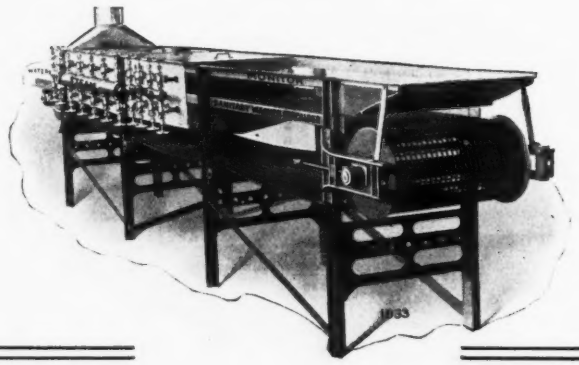

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Of Tomato, Washer and Scalder saves an unbelievable amount of steam. The newly devised water traps at each end of the steam chamber, prevent the free escape of the steam and confine it within its proper limits.

Do not forget that both steam and water are applied from above and below the stock, reaching all parts of the Tomato.

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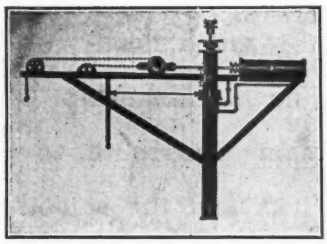

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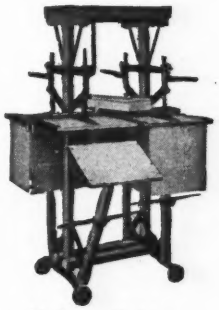

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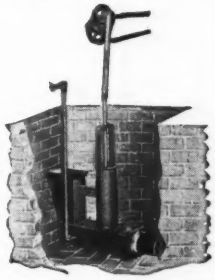

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 52 BALTIMORE, JUNE 16, 1930 No. 44

EDITORIALS

COLORLESS STRING BEANS—The discussion of the change in popular demand from white asparagus to the green has brought to the fore other items which need attention, and in particular the poor yellow color of the better grades of stringless beans, as they come from the can. It needs only to call attention to this to bring the realization home, a realization that here, too, a drastic change would benefit the product in the minds of the public.

Stringless beans as they are gathered from the garden, cooked and placed upon the table have that delightful green appearance which induces ready appetite; but equally fine, tender beans, as they come from the can are of a sickly yellowish tinge. The question arises, Why?

Writing us under date of June 7th, a well-known Eastern canner throws some light upon this when he says:

> "Your editorial, 'The Inevitable Result,' surely does hit the question on the head. As for me, I have never been able to figure out why it was necessary to make asparagus so deadly white and tasteless as it is at the present time. The same thing could apply to green stringless beans. Most good canners could pack stringless beans and retain the natural green color, together with a great deal of the natural flavor, if they could be accepted by the general run of buyers who set themselves up as food experts for the ultimate consumer; but instead of that it is necessary to blanch out this color and flavor in order to give them a pale bean which comes on the table with a more or less camouflaged appearance. Now the can manufacturers tell us that we cannot use the enamel-lined cans on stringless beans because it has a tendency to keep the beans from blanching, but would help to retain their natural color, which is generally desired by the ultimate consumer but to which the buyers say, 'No.' And so on down the list of a number of vegetables which are subject to various canning treatments that any intelligent canner knows detrimental to the retaining of the much-desired natural color and flavor.
>
> I hope that you will continue from time to time along this line in an effort to break down many of the misunderstandings between the canner, the buyer and the ultimate consumer."

Time will undoubtedly demonstrate definitely that the jobbers are wrong in their attitude in this matter of color, and that the more nearly natural in appearance any product comes from the can the better it will appeal to the consuming public. This must be true. As a matter of fact, the stringless beans which are packed asparagus-style, whole, show the result of care in this direction, and are of a natural green color, and they have caught instant favor, even at higher prices.

The problem presents difficulties to the canners, but they are not insurmountable. The natural color can be retained and turned out of the cans as it went in. Without the scientific data in front of us we would say that the enamel-lined can would help to this end. But a change in the method of blanching should be made for stringless beans, as it should also for peas. Instead of blanching these fine, tender stringless beans in a cataract of boiling water, which washes out the color and a great deal of the fine flavor, the beans should be blanched in steam. Run the beans, after washing in cold water, through a steam box on a wire belt, with live steam as the cooking agent, and the beans will come to the cans with all their color and flavor retained, and they will come out of the cans in that condition. As they are canned today the color and flavor, to a large degree, are washed down the sewers, and only the residue canned. That will cause some change in the method of handling, but it is worth while in the improved product.

The pea canners have been told this, and we believe that they have seen the necessity of it, and certainly the advantage, but they have not had the courage to put it into practice. It would improve the color and flavor of all peas immensely, and without added cost to the canners. It represents merely a change in the method of canning. Objection in the case of peas has been made that the peas cannot be cleaned in cold water, that there is a gum-like substance adhering to them that only hot or boiling water can remove. If that be so, use hot but not boiling water, and the result

will be accomplished. It can be done, and it ought to be done, and when it is done the so-called fresh peas will have lost their only claim, the fine green color, for the canned peas will then come out with the bright green, attractive appearance which the fresh peas have, but be of immensely better flavor, because they are canned immediately after leaving the vines. That is the reward that is held out to the man who has the courage to can them rightly.

HOW WHITE ASPARAGUS IS PRODUCED—It would be unfortunate if anyone should draw out of these discussions the idea that in any of these operations a bleaching agent is used, or that the product is bleached in any manner other than the natural one. No chemical bleaching agent is used by any canner, nor is the product bleached by its standing in the cans until used. In peas and beans the bleaching takes place in the parboiling or blanching, as it is termed in this industry, before the product enters the cans, and this parboiling is accomplished by passing the peas or beans through a machine which sprays boiling water on them as they are turned over and over to insure plentiful contact with every part of the product. They go through a cataract of boiling water in this blanching operation, and that is the only thing used. Our suggestion here is to substitute steam as the blanching agent, and because steam will not wash out the color and the flavor, but will set the color and retain the flavor.

Writing us on this subject under date of June 2nd, Mr. J. C. Warmington, President of the Isleton Canning Co., packers of the famous Golden Wreath Asparagus, at Isleton, Calif., explains how asparagus is grown, and how the white asparagus is produced in the fields. He says:

> "Asparagus in California is planted in rows about eight feet apart and in the early spring, and before the canneries open, around April 1st, the asparagus is cut above ground and shipped to the Eastern market. Then these rows are hilled up to a height of two feet and the fancy white asparagus is cut under ground. The natural or green-topped asparagus is graded out at the canning tables and these green tips are caused by the asparagus tip breaking through the ground, when the sun immediately turns them green.
>
> "The all-green asparagus about which the "New York Stater' writes is cut from these same fields, the only difference being that the rows are not hilled up so high and the asparagus is cut above ground; therefore, you will readily understand that any increase in the pack of all-green asparagus must necessarily come out of the pack of regular white and green tipped stock."

SPECIAL REPORT—FROST DAMAGE TO ALASKA PEAS

Information on Illinois and Minnesota
Effect on Quality

Wisconsin Department of Agriculture and Markets, Division of Agricultural Statistics, June 9, 1930.

The latest information available indicates that the area of peas planted in Wisconsin this year is about 125,000 acres, of which about one-half are Alaskas and one-half sweets. On May 17 a severe freeze covered most of the state of Wisconsin and damaged practically all of the Alaska peas that were far enough along to be affected, except such areas as were protected by the close proximity of lakes or other local factors. An inquiry sent to Wisconsin canners on May 26 to obtain information on the extent of this damage was not successful, because many canners had not yet learned the extent of their losses. This inquiry revealed, however, that on May 16 about 91 per cent of Wisconsin's Alaska acreage had been planted, and that 72 per cent of it was up above ground.

Since the damage was difficult to recognize at first, the full effect of it not being apparent for some time, the Wisconsin Canners Association, through Secretary Harvey Burr and the Canners Seed Corporation through Earl Renard, did much valuable field work, and called five different meetings in different parts of the state in order to help the canners in analyzing the extent of the injury to their Alaska peas. This work was very valuable in helping canners to analyze the situation on their fields. At the Fond du Lac meeting it was agreed that after these meetings were held a separate inquiry should be sent out by the Crop Reporting Service covering Alaska peas. Accordingly, on June 4 an inquiry was mailed to the canners of Wisconsin, and sixty reports were received in time for tabulation on June 9.

Fifty-five Per Cent of Alaska Acreage Frost Damaged

This tabulation shows that 55 per cent of the Alaska acreage in Wisconsin was damaged by frost, either on the morning of May 17 or by minor frosts which followed. Of this 55 per cent of damaged acreage these canners estimated that 6 per cent would not be harvested, that 29 per cent was seriously damaged and would only make 36 per cent of a normal crop, and that the remaining 20 per cent was slightly damaged and would make 62 per cent of a normal crop.

Assuming that the 6 per cent not harvested is a total loss from the standpoint of canning, and a 64 per cent loss on the 29 per cent of Alaska acreage seriously damaged, and taking 38 per cent loss on the 20 per cent slightly damaged, the computation shows a new loss of 32 per cent on the entire Alaska acreage as resulting from frost damage.

Effect on Total Wisconsin Pea Pack—15 Per Cent Reduction

It is well known that in a normal year the sweets yield higher than the Alaskas. Reviewing data in this office gathered during the last two years on yields indicated that the Alaskas have been yielding about 75 cases per acre for the state and the sweets about 90 cases. On that basis, with an even division of acreage between Alaskas and sweets, the total production would be about 45 per cent for Alaskas and 55 per cent for sweets with normal yields. If the 32 per cent loss above indicated on the Alaska crop from frost damage is correct, and the potential production of the Alaskas under normal conditions was 45 per cent of the state total, then the frost damage to the state total resulting from the reduction of the Alaska crop becomes slightly less than 15 per cent.

While no definite information exists concerning the effect of various frosts on sweets, the most expert opinion available indicated that damage to sweets from frost so far is slight, and while some of the early plantings may have been delayed so as to cause some bunching at canning time, the prospect for a normal pack of sweets exists at the present time. If a normal pack of sweets is harvested and the Alaskas turn out as indicated by the estimates of the sixty canners who reported on the June 4 inquiry, Wisconsin would harvest about 85 per cent of the pack that might have been expected from the 1930 acreage without the frost.

Information on Illinois and Minnesota

A survey made in Northern Illinois last week indicates that the frost damage extended south to approximately Rochelle and De Kalb. Checking the acreages of the various canners located in this frost-affected area of Northern Illinois indicated that 25 per cent of their acreage is in Alaskas and 75 per cent in sweets. The best information available indicates that the Alaska yields in this section would be reduced about 15 per cent by the frost damage. This 15 per cent, when related to the probable total pack of this region, becomes about 4 per cent of the total. Sweets in Northern Illinois were looking very good.

A report from Minnesota indicates that 35 per cent of the total pea acreage of 20,200 acres in that state is in Alaskas and that about 1,700 acres were damaged by frost.

Effect on Quality

While no specific information can be given of the effect of the frost on quality, it is certain to be serious. Fancy Alaska peas will probably be scarce and much of the frosted acreage is certain to yield a low grade pack in addition to a much reduced volume.

Very truly yours,

WALTER H. ELLING, Agricultural Statistician.

Price and Cost

ARE you interested in price—first cost?

You can buy husking capacity cheaper in the Peerless Super Husker than in any other machine. During the 1929 pack over 300 Super Huskers averaged 2 1/3 times the actual production capacity of the average single husker. Regardless of claims that may have been made for other machines, the real truth of the matter is that there is no other machine that will turn out hour after hour and day after day throughout the entire season two tons of corn per hour. The Super Husker does it with only average feeders—not necessarily experts.

Even on a machine for machine basis the price of the Super Husker is but very little more than the price of machines with less than half their capacity.

Are you more interested in final cost?

On different varieties of corn in wide-spread locations, all items of cost considered—husking, sorting, waste, and operating including depreciation, interest, repairs, all labor, etc.—Super Huskers have saved their owners from a minimum of 26c per ton to a maximum of $1.99 per ton in comparison with other huskers. The canner's return on investment annually ran from 14% to 116% in these various installations. These statements are backed by actual figures which we will gladly lay before you.

We are confident that an installation of Super Huskers will earn its cost for you in two to five seasons—think of it—in not over six months' actual operating time.

Could any investment be more promising and as safe?

Super Huskers turn out unequaled quality of husking, near-perfect butting; are substantial, strong and sturdy; simple to install, easy running, and actually require less floor space than single huskers so that it is possible to double your present husking capacity in the same floor space by installing Supers. Last but not least it is simply impossible to clog or stall a Peerless Super Husker.

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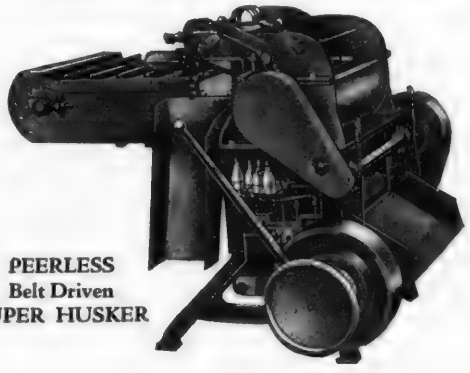

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SUPER HUSKER

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of your canned foods when it broadcasts the story of high quality canned foods?

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If you peel peaches, apricots, grapefruit, or process olives, you will be interested in complete information on Wyandotte Canners Alkali. Write this office.

THE J. B. FORD CO.

Sole Mfg.

Wyandotte, Michigan

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

PEAS

Brunswick, Me., June 9, 1930—We have an excellent stand. We had an unusually early planting season and crop prospects are excellent.

New Freedom, Pa., June 3, 1930—Seriously damaged. In more than 30 years' experience with peas we have never seen the crop so badly damaged by dry, hot weather and aphis. Nothing short of a miracle can give us more than 30 per cent of our expected pack.

Bangor, Wis., June 2, 1930—Early peas frozen. Damage about 40 per cent.

Pickett, Wis., June 7, 1930—Our acreage is 10 per cent larger than 1929. Our first 200 acres of Alaskas were hit badly with the frost of May 16th. We also had frost May 24th, which hit our later plantings, but do not know to what extent. The present outlook for the 1930 crop looks like about 50 per cent of normal pack of Alaskas, or about 65 per cent total pack.

Templeton, Wis., June 5, 1930—Thirty per cent of our acreage on Alaskas will be about 40 per cent; balance about 80 per cent. The first 40 per cent would not have been a 20 per cent crop, but second growth is bringing new blossoms. However, this portion will be very irregular. Expect our quality pack on the last half of the plantings. Sweets are about 90 per cent. Have not had a good rain for three weeks, and the entire state is suffering. Have had several days of very warm weather. If we do not get relief soon the above percentages will be materially reduced. I spent two whole days in our fields, and I believe the above is very reliable on existing conditions.

Waunakee, Wis., June 5, 1930—Seventy-five per cent of our Alaska crop is badly damaged with frost and 25 per cent of our sweets. We estimate a 50 per cent pack of Alaskas and 75 per cent pack on sweets. The Alaskas will be of poor quality, due to unevenness caused by frost damage. As compared with normal year, we anticipate 50 cases to the acre on Alaskas as compared to 100 cases, and 60 to 75 cases on sweets as compared with 110 to 120 cases in a normal season. We have never experienced a freeze like this in the last 25 years, and although we know that the crop is badly damaged, we do not know definitely what to expect in the way of recovery. We are clipping some of the fields, and some of the worst fields that show no recovery are being plowed up.

Waupon, Wis., June 4, 1930—Estimated injury to crop by the frost of May 16th, and several other frosts since that time, is 50 per cent on Alaskas and 25 per cent on sweets. Loss on Alaskas is fairly definite but estimated on sweets.

Lodi, Wis., June 10, 1930—Crop still very uncertain. Just what damage the frosts have done time alone will tell. Although the vines are very promising, we don't expect a normal crop. expect to start canning the 20th of June.

TOMATOES

Selbyville, Del., June 9, 1930—Scarcity of plants and dry weather has prevented setting until today. It is raining now and plants will be set heavily this week. There will be late setting this month. Acreage will be above normal, but will be late. Too early to determine crop conditions.

Brenford, Del., June 7, 1930—Very few planted up to this date on account of the scarcity of plants. The dry weather has caused the scarcity. There will be a cut in the acreage in this section. We have been working hard to get plants for our growers, but several of them will have to cut their acreage because of the plant situation.

Scottsville, Ky., June 9, 1930—Our acreage increase is something like 30 per cent as compared with normal years. Owing to continued dry, cool weather the conditions are not as favorable as we would like to see them. However, with anything like seasonable weather from now on, we expect to materially increase our output this season over what it was in 1928-1929.

White Plains, Ky., June 4, 1930—Very hot and dry; have had but little rain for a month. Less than 50 per cent of this year's acreage has been set. Plants are very scarce. Unless we get rain by the middle of June the crop throughout this section will not exceed 50 per cent of normal.

Washburn, Mo., May 29, 1930—Need rain so growers can furnish setting plants.

Bridgeton, N. J., June 10, 1930—Just being planted.

Hope, N. J., June 10, 1930—Acreage just normal. Plants look fine; should yield well. Plants were set early, finished by the 10th of June and they look fine. Plenty of rain.

Quinton, N. J., June 5, 1930—Very hot and dry here now. Patches very backward. Two weeks or more late. Bugs and fleas have certainly been pests this year. The second early patches look bad, but if we can have a little shower and it clears up warm and the wind does not come out of the northwest and blow as it has this spring, maybe we can have some late patches.

New Freedom, Pa., June 10, 1930—Until last Friday, June 6, all of this section was in desperate condition on account of dry weather, which has ruined a considerable portion of the plants set earlier and made additional planting impossible. Now we have had good rains and our farmers are replanting early fields and planting the remainder of their acreage, and we think the prospect for a crop is at least fairly good, although tomatoes will not be quite as early as if we had had good weather. Local plants are still scarce, and we are forced to bring plants in from Southern points by express. We don't know a thing about the future market; it is going to take all the tomatoes our acreage will produce to cover our future sales unless we have extremely heavy crops, which we do not anticipate.

Algood, Tenn., June 9, 1930—Dry weather has very much injured beds and shortened acreage of corn. Cool weather is here too, and not favorable. We have about 80 per cent acreage.

Benhams, Va., June 9, 1930—Very few tomatoes are planted. Dry weather has made setting slow. Perhaps two-thirds of crop will be planted.

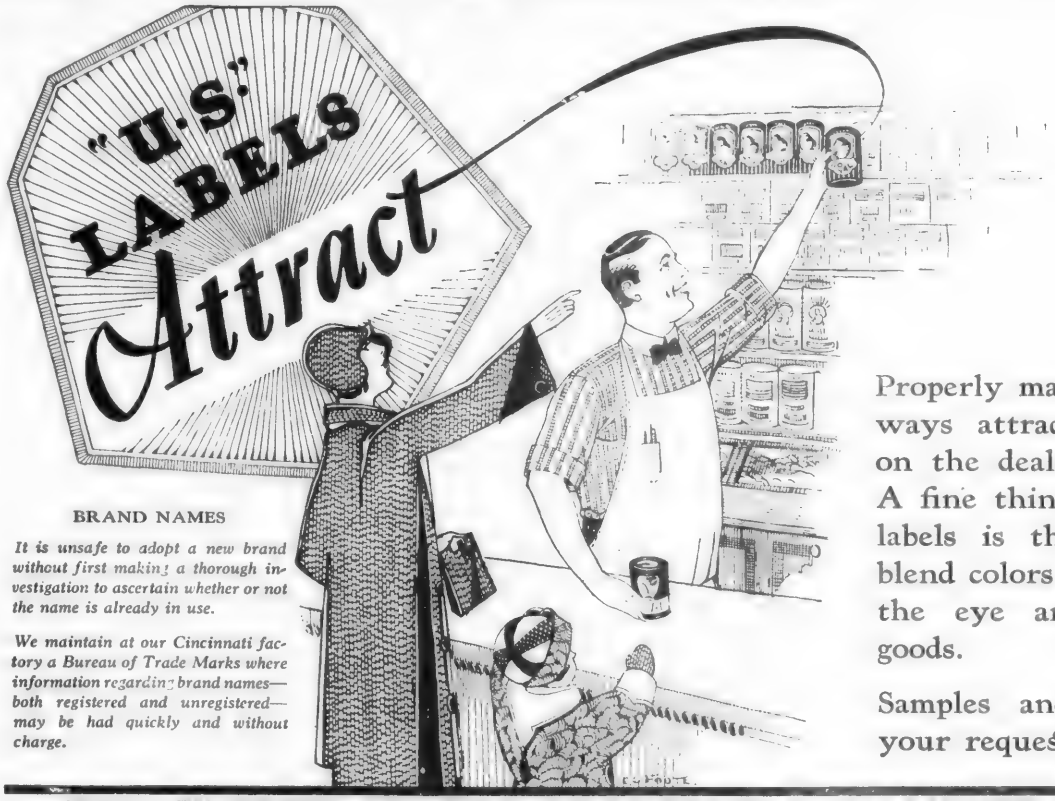
Oakland, W. Va., June 9, 1930—We have had quite a drought, but it is now broken, and farmers are setting plants, which are abundant. We look for 100 per cent crop compared to a five-year average.

CORN

Brenford, Del., June 7, 1930—Cold and dry weather is causing corn to be backward. It doesn't look very good down here.

Atlantic, Iowa, June 9, 1930—Conditions good at present time, but trifle late.

Brunswick, Me., June 9, 1930—Getting on to a rather late start. A few pieces that were planted early aren't coming up very well.



BRAND NAMES

It is unsafe to adopt a new brand without first making a thorough investigation to ascertain whether or not the name is already in use.

We maintain at our Cincinnati factory a Bureau of Trade Marks where information regarding brand names—both registered and unregistered—may be had quickly and without charge.

Properly made labels always attract attention on the dealers' shelves. A fine thing about our labels is the way we blend colors that attract the eye and sell the goods.

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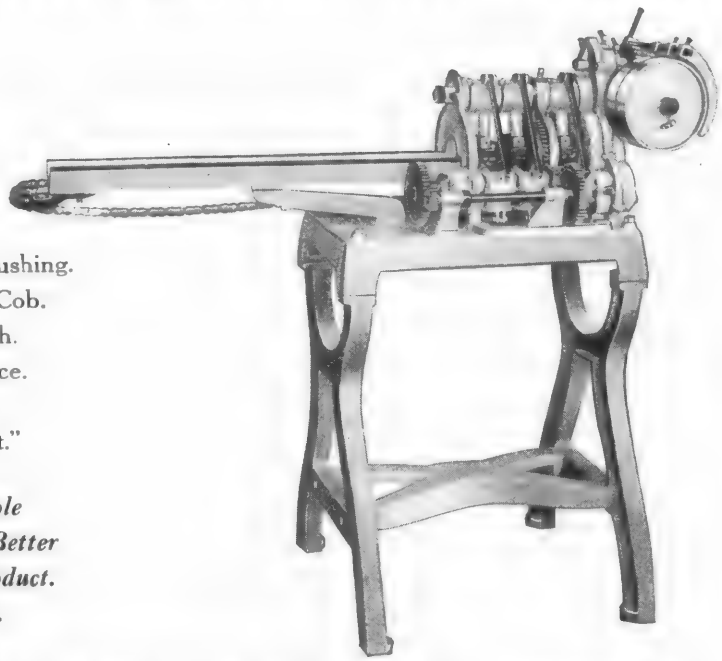
COLOR PRINTING HEADQUARTERS

It's the *Cut* of the Kernel that counts

The HANSEN WHOLE GRAIN CORN CUTTER



1—Cuts and Discharges Corn without Crushing.
2—Does not require Blanching Corn on Cob.
3—Handles Cobs Three Inches in Length.
4—Has an Accurate Ear Centering Device.
5—Is Sanitary—Can be Easily Cleaned.
6—Is Simple, Compact and "Master-Built."

Hansen Equipment for Whole Grain Corn Makes Possible a Better Method for Handling This Product. Write Us For Information.

HANSEN CANNING MACHINERY CORP. CEDARBURG, WISCONSIN

New Freedom, Pa., June 3, 1930—Unusually cold weather for this time of the year is keeping us nervous as to corn that has been planted for us. On May 2th and 26th the thermometer dropped as low as 40 degrees.

St. Cloud, Minn., June 10, 1930—Up and looking good, and while it is still too early to predict the conditions of this crop, we anticipate that there will be a fair acreage only rather than an increase due to pessimistic market conditions, which tended to have packers decrease rather than increase acreages.

Blair, Nebr., June 9, 1930—Will finish planting this week. Normal acreage. About one week late in starting on our planting schedule, due to too much rain during early May. No rain since and weather has been too cold. Stands are good, but when it does turn warm the corn will all start to grow at the same time, and we will have to work day and night to get it into the cans before it becomes too hard for canning.

Lodi, Wis., June 10, 1930—Farmers are coming in for more seed. Too much cool, wet weather. We had perfect seed, but the stand, on the average, is thin.

St. Albans, Vt., June 9, 1930—Planted approximately the same acreage as last year. Cannot as yet tell what yield will be, as they were planted so late.

Waterbury, Vt., June 9, 1930 — Have reduced acreage on Golden Bantam about 10 per cent. Planting all done within last ten days. Think germination is good.

Bangor, Wis., June 2, 1930—Outlook fairly good.

Waupun, Wis., June 4, 1930—Cold weather has retarded the growth and it does not look as good as it did a few weeks ago.

BEANS

Brunswick, Me., June 9, 1930—Just being planted.

Bridgeton, N. J., June 10, 1930—Just being planted.

New Freedom, Pa., June 10, 1930—Stringless—Some damage has been done to those planted during May by dry weather, and both by cold and hot weather. We had frost here in some spots ten days ago, which has resulted in some damage to the earlier beans. Germination of the early planted beans was only fair. We will have 90 to 95 per cent of our normal acreage, and we hope for a normal crop, as it will take all we pack from a normal crop to cover our future sales. Generally speaking, we anticipate only normal acreage, as unfavorable weather conditions and disappointing germination has very greatly reduced the acreage planted earlier. If there is normal consumption of canned foods generally this fall and winter, we are just wondering where those who need the canned foods are going to find them, as the "hand-to-mouth" buying and the general decline in prices has resulted in both growers and canners revising their plans for acreage and pack downward, and anything less than good crops this year will certainly result in a scarcity of canned foods.

St. Albans, Vt., June 9, 1930—Stringless—Planted approximately the same acreage as last year. Cannot as yet tell what yield will be, as they were planted so late.

Waterbury, Vt., June 9, 1930—Golden Wax—Acreage about same. Just planting.

BEETS

Bridgeton, N. J., June 10, 1930—Just being planted.

Templeton, Wis., June 5, 1930—Condition is 100 per cent.

Lodi, Wis., June 10, 1930—Just coming up and quite a few are to be planted.

FRUIT

Algood, Tenn., June 9, 1930—Blackberries — Crop somewhat shortened by weather conditions.

PEAS

St. Cloud, Minn., June 10, 1930—The crop in our immediate vicinity has suffered some damage, although we anticipate that we will have about 85 per cent of a normal yield if the good weather continues. The frost did not reach into this territory as it did into Wisconsin, and we feel the market should be materially strengthened by the adverse weather conditions in these two states, coupled with a slight decreased pack in the remaining areas.

TOMATOES

Dale, Ind., June 9, 1930—No acreage set on account of drought.

Portales, N. Mex., June 9, 1930—Contracted 500 acres. Crop 80 per cent normal. Somewhat late.

BEANS

St. Cloud, Minn., June 10, 1930 — Just coming up, but the weather is ideal for them, and we have not experienced any difficulty in disposing of our better grades. and do not believe the Northern packers will find much trouble, although the marketing of standard grades will be materially affected by the entering of the bean packing business of a good many new packers, particularly in the South, who will be packing on a price basis rather than on a quality basis.

Portales, N. Mex., June 9, 1930—Snap—Uncontracted approximately 300 acres in poor condition.

BEETS

St. Cloud, Minn., June 10, 1930—Just breaking the ground and market conditions look fair.

CARROTS

St. Cloud, Minn., June 10, 1930—Just breaking the ground.

CABBAGE

St. Cloud, Minn., June 10, 1930—Just breaking the ground.

PUMPKIN

St. Cloud, Minn., June 10, 1930—Just breaking the ground.

FRUIT

Puyallup, Wash., May 29, 1930—Strawberries—The harvesting has already begun in Oregon and will begin in most berry sections in Washington the first week in June. Present indications in the Pacific Northwest are that the total tonnage of Marshalls, mostly used for cold packing, will not exceed that of last year. Ettersburg Strawberries, used for canning, are reported to be in ample supply to care for canning purposes. The largest part of all canning is done in Oregon. Prices are firm and growers are receiving from 7½c to 8½c for cold packing, and similar prices for canning. Future cold pack market active and firm.

Gooseberries—Tonnage no larger than last year. Canners well sold up.

Loganberries—Present prospects indicate reduced tonnage from 1929. Canners seem to be well sold up on this item.

Raspberries—Indications point to a tonnage 10 or 15 per cent larger than 1929. However, the 1929 crop was only 75 per cent of normal. Practically the entire prospective pack in barrels has been contracted on a future basis. A number of canners are still in position to accept a limited amount of canned foods business. Prices to the growers average about 9c per pound.

Black Raspberries—Tonnage smaller than 1929. Apparently all canners and cold packers sold up.

Blackberries—Shortest crop in many years. The crop in Washington will not average over 30 per cent of normal. Oregon crop somewhat better. Principal factors in Washington in the blackberry deal are withdrawn from the market. Speaking in a general way, the small fruit situation in Oregon and Washington is on a very firm basis. Cold pack prices are higher than have prevailed for the past two seasons.

Future contracts for canned foods are on about the same level as last year, although advances have been registered in a few items.

Whitewater, Wis., June 3, 1930—Blueberries—Prospects for the best crop in years were ruined by frosts of May 17th.

Strawberries—Injured by frost.

Fort Valley, Ga., June 9, 1930—Peaches—Crop is slightly less than 60 per cent normal, but quality is good. We account for this by dry weather during last two months. Fruit this year will be reasonably free of worms, as the first crop of worms was killed by the hot, dry weather, and could not dig into ground to later come out as weevils to sting peaches. Two days of rains and now fair weather no doubt will yield 7,000 cars of good quality and fair price.

SALMON

Hoquiam, Wash., May 30, 1930 — Probably slightly below normal.

CLAMS

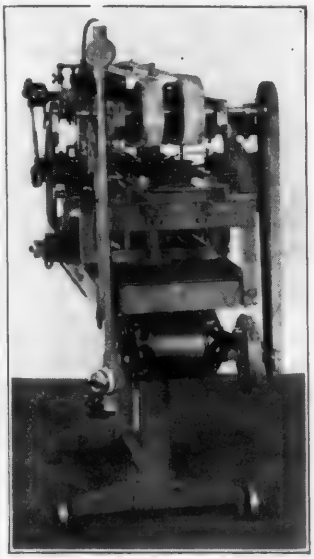
Hoquiam, Wash., May 30, 1930—Pack this year on the Razor variety quite short. Over-digging or harvesting is depleting the beds.

LABELS

The SIMPSON & DOELLER CO.,

BALTIMORE, MD.

FOR CANNED FRUITS AND VEGETABLES



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Larger Profits are made by Canners using modern Factory Equipment. If your Labeling, Casing and Sealing Equipment is not modern, let Knapp Engineers assist you in bringing it up to date before you start this Season's pack.

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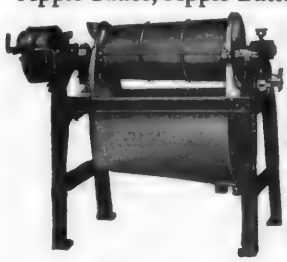
RIDGEWOOD, NEW JERSEY

Indiana Finishers

For Finishing Tomato Pulp, Catsup, Soups, Apple Sauce, Apple Butter, Jams, Jellies, Etc.

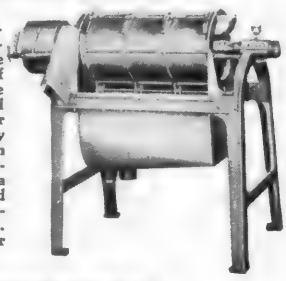


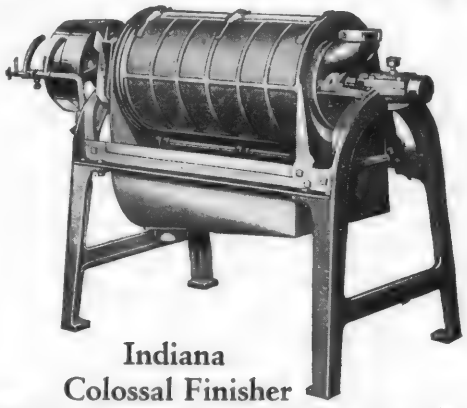
Improved Brush Finisher

THE evolution of the old Kern Lightning Finisher, widely known and used by canners everywhere. A metal frame Finisher employing three revolving brushes to spread and force the material through a full screen. Thirty per cent more capacity than the old Kern Finisher. 20 to 30 gallons per minute.

Indiana Paddle Finisher

THE latest type high capacity Finisher, used extensively since 1924. Adjustable metal paddles take the place of brushes to spread and force the material through full screens of nickel-silver or monel. A thoroughly sanitary all-metal Finisher, similar in construction and rapid cleaning features to the Indiana Pulper. Underpan and hood of monel to withstand the action of acid in the product. Capacity 30 to 40 gallons per minute.





Indiana Colossal Finisher

EXACTLY the same as the Indiana Paddle Finisher except size and capacity. Does thoroughly satisfactory work at 50 to 60 gallons per minute on average products. All metal, sanitary throughout. Screen, underpan and hood of monel.

We'll gladly send full details of these sturdy Finishers upon request, also details of other Langsenkamp equipment listed below. Please clip, fill in and mail the coupon today to

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- ☐ Improved Brush Finisher
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- ☐ Indiana Chili Sauce Machine
- ☐ Kook-More Koils and Tanks
- ☐ Langsenkamp Copper Kettles, size . . . . . gals.

Name .....

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Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

ALMOST as soon as the issue of June 9th was in the mails a canner in Iowa wrote, in part, as follows:

"It is all well enough for you to preach about having courage in this business, but what I want to know is this: When a buyer tells you, and sometimes shows you, that he can buy an item as good as you are selling and buy it at a delivered price lower than what you are asking, how can you have the courage to continue asking the higher price?"

In every city of any size there are Italians in the retail grocery business. As a type of buyer, they are different in one particular from those of any other nationality. The most uneducated will say, "No, boss," when asked if the buyer is in. The uninformed ones will say, "No spika de English" when attempts are made to open a selling conversation.

Met by a salesman known to them, even these lower-class buyers will invariably ask, "Is that your lowest price?" If they fail in this, they will go a step further and say, "I can buy it at a lower price from my wholesaler."

Under such circumstances, there is only one thing to do.

Maintain your pride and with firmness, all the firmness you can muster, forget what has been said and repeat the price given on the article for delivery by the jobber. Reiterate that the price you have made is the lowest one that can be made by anyone.

Support your contention with all the facts you can muster, but support it in every way you can.

Like the breaking of the sun through clouds, like the clearing of the atmosphere after a storm, will come a relaxing of the arguing buyer's features; you will notice a decided let-down in his attitude, and you will get the order at the price you have named.

The uninformed buyer has been trying you out in the best way he knows for his protection.

Convinced you are honest, are offering good value and that you won't and can't take less, you will get the business.

Men are said to be only boys grown tall. The buyer for the biggest house in the country is only an employee, trying in the best way he knows to get the most value for his employer's dollars.

I am not questioning the integrity of any buyer. I am not saying they do not often offer you an item that appears to have everything yours has and then, possibly, some added values.

It is certain, however, that they can not in many instances know as much about the value of your offerings as you do.

It is equally certain that if you admit, even to yourself, that you are foolish to be offering your goods in competition with what the buyer tells you he has, you are licked and licked plenty.

For instance, you may be selling canned fresh lima beans, and you are told about the wonderful value your customer is purchasing from others and how well it suits his trade. And he will always add, "It cost me much, very much less, than you are asking."

If you are price-shy, if you feel that maybe you are high, you haven't any steam left with which to argue that you are offering the best value in lima beans that can be bought anywhere.

Suppose you let down on your sales argument and later discover, after admitting to the buyer that probably after all he is prety well off with his present source of supply for limas, that the limas he is handling are canned, soaked limas.

Won't you feel foolish? I'll say you will!

If a canner will only remember, always, without fail, the price at which he can sell goods and have remaining after the sale a reasonable profit, the problem of how to have courage with which to fight lower prices will be solved.

The whole trouble is caused by weak-kneed brethren who mistake volume for profits, hear of a lower price and determine "to get the business, to the deuce with profits; I'll make it up on some other sale."

Aside from the memory one should always have of the price necessary to show a profit, any canner knows how much time and trouble he has spent, how many details he has had to take care of before his crop was in the can and ready for shipment.

Ninety-nine out of every hundred men feel positive and will tell you that the auto they are driving, the radio in their living room or library is the best auto and the best radio on the market for the money. And the majority will not even qualify in the least their statement that theirs is the best, regardless.

You see, pride of ownership is a powerful factor in bringing about this state of mind.

How is it, then, that we forget all pride in production when we are faced with an apparently lower price?

Just lack of courage, that's all!

That casual statement of the buyer that he is buying for less, that nonchalant passing over of the sample in proof of the statement as to quality, is probably only his way of getting all he can for his employer's money.

If you haven't enough pride in your product and faith in your offering to at once offer several valid reasons why your competitor can not possibly give as

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Manufacturers of Packers Sanitary Cans

Division of the

PHILLIPS PACKING COMPANY

Packers of HIGH CLASS FOOD PRODUCTS

CAMBRIDGE, MARYLAND, U. S. A.

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Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
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Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

good value for the price asked as you can, you don't deserve to get the order.

It's a good thing we don't name salesmen and packers today as the Indians did years ago. If we did, there would be a great inability to distinguish between individuals in the packing trade.

Over 50 per cent would be called "Big-Man-Afraid-of-His-Price."

Now this matter of price asked and price gotten is a big thing. It's just about the biggest thing in our industry today.

And when the apparent trend in prices of canned foods is downward, it is getting to be more and more important.

Yet here is a funny thing, fact or circumstance:

In one of the large cities of the United States there has been established, within a year or so, a firm of wholesalers who sell principally to institutions, hotels and restaurants.

They are building a successful, profitable business supplying canned foods to a class of trade who are thought by many, and rightfully so, to be largely price buyers.

This wholesale firm in question has only been able to get as quickly as they have the customers they now have by offering better goods, higher-priced goods, than those formerly supplied to the trade.

Mind you, I say better goods, honestly priced at a fair margin of profit, but at higher prices than have been governing.

If I have written before, it is worth repeating, that you can most usually sell quality canned foods most easily in a so-called "cheap" market by getting them in. After they are once in, the buyer won't let you cheapen the grade. The price question will take care of itself.

Have courage when offering your pack. You should have because you know better than anyone else just why your offerings are worth what you ask for them. Get your whole story over to your buyer, instill in him just a little of the faith you have in your goods and he'll pay you what you ask, because you have shown him by your confidence and faith in your merchandise that it is worthy of his faith and confidence.

WILL START RADIO DRIVE FOR PUBLIC AID TO PURE FOOD LAWS

W. W. VINCENT, chief of the western district of the Food and Drug Administration in the United States Department of Agriculture, will inaugurate on Thursday, June 5, a radio drive to enlist the co-operation of consumers in the enforcement of the Federal food and drugs statutes. The Pacific network of the National Broadcasting Company will broadcast Mr. Vincent's talks. Associated NBC stations which will carry this program feature are KGO, Oakland; KECA, Los Angeles; and KHQ, Spokane. He will be heard at 9.45 A. M. each Thursday.

"With the co-operation of the broadcasting stations," Mr. Vincent explains, "I hope to advise consumers in the West of the way in which they may make fully effective the protection which enforcement of the pure food and drug laws affords to consumers. Until consumers learn the meaning of statements on food and drug labels and until they govern their buying accordingly, we shall not realize the fullest possible public benefit from the enforcement of the Federal and State laws."

NATIONAL FOREIGN TRADE COUNCIL HOPEFUL

Recent Meeting in Los Angeles Sees Reviving Business—Recommendations of Importance Made

THE largest convention the National Foreign Trade Council has held for the last ten years just met at Los Angeles with an attendance of 2170 delegates from 31 states and 20 foreign countries, and with a well-balanced representation of all the foreign trade industries of the United States. The convention was enthusiastically received in the far west and its confidence in the future of American foreign trade was heartily reciprocated in the participation of the major industries of the Pacific Coast.

The consensus of opinion of the many hundreds of foreign trade firms represented was expressed in the final declaration adopted at the closing session, which stressed the point that "in precisely those lines which are directly responsive to merchandising skill and enterprise, notably in finished manufacture, those lines have not been impaired by recent events. The services of transportation and communication and our banking facilities have attained their highest point of efficiency, giving us sound reason for encouragement with regard to the future."

The Declaration adopted by the Convention continues:

The present decreased volume of foreign trade of the United States is not peculiar to this country. It is concurrent with the experience of other important nations. This fact reveals, as nothing else in recent years, the economic unity of the world.

With the development of modern facilities of transportation and communication, the world has become one great market every part of which is quickly sensitive to conditions in other parts.

The Sixteenth National Foreign Trade Convention at Baltimore last year called attention to the important fact that the international balancing of trade and the legitimate expansion of our merchant marine ought not to be prejudiced by any procedure on our part which would tend to invite retaliatory action by other nations.

During last year events in the security market resulting in the large increase of interest rates, operated adversely to the continuance of foreign investment of American capital and reduced the volume of dollar exchange available for payment for American exports; restricted the inflow of merchandise imports and contributed to the slackening of international commerce throughout the world, thus furnishing a demonstration of the effect of foreign loans and investments upon American commerce.

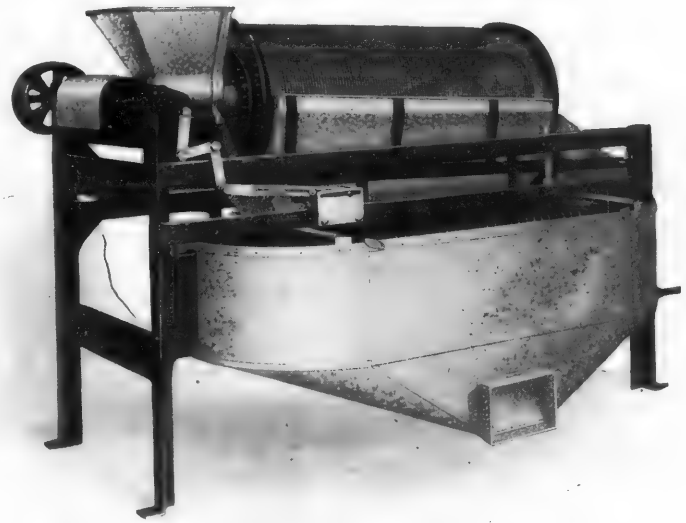
Renewal of foreign investments of American capital in its former volume would tend to restore our normal foreign trade by increasing the supply of dollar exchange available in the world markets. We note with satisfaction indications that this renewal may be expected in the near future.

The adoption of the Young Plan for the settlement of the reparations question in Europe and the establishment of the Bank for International Settlements are events of profound importance which should contribute materially to the re-establishment of a reasonable rate of progress in world trade.

Efforts made by leaders of industry in co-operation with the administration to restore public confidence and to stabilize industrial conditions should prove beneficial.

21 *New Machines For* 1930

Berlin Chapman
Corn Silker



Berlin Self Cleaning Corn Silker

Berlin Chapman new Self-Cleaning Corn Silker cleans the silking wires every two minutes by the means of water spray, and gives you a perfect silking device as well as a sanitary silking device. This new principle of water spraying the silking tines automatically eliminates one of the worst troubles in canning corn, that is it removes practically all the silk.

Our engineers can solve your engineering problems in a corn cannery. Berlin Chapman equipment will completely equip a corn plant. There is a Berlin Chapman machine for every operation.

BERLIN CHAPMAN CO., Berlin, Wis.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

The habit common to all trading nations, of extolling exports while deprecating imports is the result of failure to comprehend the basic facts of international trade. While the modern machinery of exchange greatly facilitates transactions between widely separated peoples, its intricacy tends to obscure its real purpose, which is the old familiar and easily understood process of barter.

It has been clearly demonstrated that artificial fixation of prices in defiance of the laws of supply and demand without effective control of production has proven futile and disastrous.

In our foreign trade the gains in recent years have been most marked in precisely those lines which are directly responsive to merchandising skill and enterprise, notably in finished manufactures. The merchandising skill and enterprise of our traders have not been impaired by recent events. The services of transportation and communication and our banking facilities have attained their highest point of efficiency.

All these circumstances furnish sound reason for encouragement with regard to the future, and call for the exercise of courage, confidence and continued activity.

This National Foreign Trade Convention recognizes the fundamental fact that the only enduring basis for world trade is founded upon the principle of justice and fair play between nations and that international good-will can only be maintained through the development of friendship and mutual understanding. This Convention therefore favors a reconsideration of the provisions of the Immigration Act of 1924 in accord with these views.

This Convention records its satisfaction at the progress made during the last year under the Jones-White Act in the Development of the American merchant marine. Several proposals pending in Congress are designed to improve the law. Provision should be made to extend to cargo ships adequate aid to equalize higher American construction and operating costs. It is essential that the American merchant fleet should be fully developed and that provisions shall be made which will ensure the maintenance of shipyards capable of building and meeting new needs in design and construction.

We deplore any competition by vessels of Governmental ownership with privately-owned established American steamship lines operating efficiently in overseas and intercoastal services. We renew the declaration reiterated at our previous conventions that such Governmental competition with private business is a serious handicap to American shipping and to the ship building industry.

We commend the work of the Post Office Department in extending the foreign air mail service which should be further extended and given adequate frequency, and Congress should be asked to provide the funds necessary for this purpose.

Our trade with Cuba, greater than that with any other Latin American country, is peculiarly susceptible of development by the parcel post and the establishment with Cuba of this convenient facility, already in effect with practically every other country in the world, is most desirable.

The importance of training for foreign trade requires the closest possible co-operation between business and educational institutions in the placement of young men who select foreign trade as a career and make it the subject of their major studies.

The proposed international highways connecting all countries to the south with the highway systems of Canada and the United States is endorsed and commended.

This Convention has learned with approval of the efforts now under way to strengthen the friendly relations with the people of Latin America. Essential to this desirable end is the educational work of the Convention in the wider dissemination of knowledge of the peoples and countries of Central and South America.

Improvements in transportation and communication are bringing us into closer contact with the world. We extend to the peoples of all nations our cordial desire for the same peace, stability and prosperity that we seek for ourselves.

WHAT IS A CHAIN STORE?

This Question Will Be Answered in the Census of Distribution Reports and the Term "Chain Store" Itself Will Give Way to More Discriminating Terms as a Consequence

By W. M. STEUART, *Director of the Census*

MUCH is being heard nowadays about "chain stores." As a consequence the question—"What constitutes a chain store?"—is frequently asked, with the result that a divergence of opinion is revealed. Just how many stores must an organization operate to be classified as a chain system? The answers are numerous; but, the fact is, the question itself is all wrong. Likewise the term "chain of stores," or "chain system" *per se* is variable, and not significant.

A group of stores owned by the same firm, does not necessarily constitute a chain, and taking cognizance of this fact, the Bureau of the Census has obviated the difficulties arising from attempts to define a chain system by the number of stores owned. The Census of Distribution questionnaires over-ride this controversial matter in two questions. One question, which is to be answered "yes" or "no," asks whether the organization operates other establishments in the same line of business in the same city? In the same country? In the United States? The other asks the number of stores owned by the organization. No reference is made in the questionnaire to the term "chain stores," but the census reports will make several classifications, and as a result it is confidently expected the loose use of the term "chain" will give way to more discriminating terms and will not be so all-inclusive as it is today.

The census tabulations will carry six classifications of concerns operating, or controlling stores. They are: independent stores, local branch systems, local chains, national chains, ownership groups, and co-operatives.

Much time and study has been devoted to this matter by Census Bureau officials, and they believe this classification covers the so-called chain store, and makes the proper differentiations.

Obviously, Independent stores are those owned and operated by a proprietor, partnership, local company or corporation. Local Branch systems are suburban or subsidiary stores operated in the same city by a large downtown store, and drawing their merchandise largely from the downtown store's stocks. The Local Chain is a group of stores operated throughout a city or trade area by local and independent operators from a central office and warehouse, but without any main central retail store as the source of supply. Ordinarily, of

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HAMACHEK IDEAL VINERS

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FOR BETTER PACKS OF PEAS AT GREATER PROFITS

FRANK HAMACHEK MACHINE CO.

KAWAUNEE, WISCONSIN

Also Manufacturers of Viners, Viner Feeders and Chain Adjusters

SPEED UP FIELD WORK
WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's 5/8 Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

Landreth's Garden Seeds

Before you place your future order, your order for delivery after the 1930 crop is harvested, write us for prices for any variety, in any quantity, for any date of shipment, and we will be glad to quote you.

If there are any spot seeds needed throughout this Spring and Summer, please give us the opportunity of quoting.

Business founded 146 years ago.

D. Landreth Seed Company

BRISTOL, PA.

course, there may be more stores in a local chain system than in a local branch store system.

The National Chain system includes those large organizations which operate stores throughout the country, whose interests are not confined to any one community. The Ownership Group is comprised of a group of entirely independently operated stores owned by the same persons or firm but merchandised separately, while the Co-operative classification is composed of groups of independently owned stores that co-operate in their buying, or co-operate with a wholesale company in their merchandising.

These classifications might seem to involve a hair splitting process, yet the extent and characteristics of the various kinds of merchandising enumerated are of great significance to the communities in which they are located. So far as the community is concerned, both the branch and local chain stores are independents, truly home-folk, with the advantage and disadvantage that this implies. The method of merchandising, and the place where the decisions as to buying and policies are made, constitute the significant difference between local stores and national chains.

The preliminary reports will carry tabulations based on these various types of group merchandising as well as on the size of the organizations, which will indicate the spread and relative importance of each such form of retail business. The final tabulations will carry this information in detail, geographically and by various lines, and as a consequence will be of outstanding use to the business world generally.

WOODEN CONTAINER MANUFACTURE IMPROVING

MARKED improvement in the industry manufacturing wood containers for fruits and vegetables is reported by the Bureau of Agricultural Economics which for more than a decade has been waging a relentless warfare against deceptive packages.

There is no longer the multiplicity of containers moving in interstate trade — containers that looked like what they were not. Both the number of sizes and the number of varieties of containers have been reduced by legislative edict, and manufacturers are adhering closely to the legal requirements, with the result that consumers nowadays are assured of getting full volume.

The Bureau of Agricultural Economics knows this because it is charged with administration of the various United States standard container acts, a part of the routine of which is a periodical examination of containers submitted to the bureau by manufacturers. Progressively the bureau is finding fewer containers that fall into the so-called "deceptive" class.

A special technique and apparatus have been developed by the bureau to verify the specifications for containers. These have proved so satisfactory that the bureau published a special bulletin on the method which it offers for adoption by States that have local container laws.

The bulletin is Miscellaneous Publication 75-M, "Method of Testing the Capacity of Fruit and Vegetable Containers under the United States Standard Container Acts." The Office of Information, United States Department of Agriculture, will furnish free copies as long as the supply lasts.

FOOD BROKERS ASSOCIATION COMMITTEES APPOINTED

Wilbur R. Orr, president of the National Food Brokers Association, has announced the appointment of the following standing committees for the current year:

Arbitration: Roland W. Harris, Boston, chairman; Wm. H. Nicholls, Chicago, and Eugene M. O'Neill, San Francisco.

Canners and Distributors Conference: Joseph H. Kline, Cleveland, chairman; Joseph Keevers, Peoria; Harry C. Faulkner, New York; H. E. Lincoln, Minneapolis; Willis W. Johnson, Little Rock; Millard J. Bloch, Kansas City.

Ethics: Charles A. Carey, Philadelphia, chairman; Fred W. Heryer, Kansas City, and John J. Maloney, Chicago.

Finance: P. J. Murphy, Chicago, chairman; William T. Stewart, Philadelphia, and Thomas B. Griffith, Wichita.

Legislation: B. T. Clifford, St. Louis, chairman; E. F. Wallace, Oklahoma City, and Charles F. Terry, Wilkes-Barre.

Resolutions: John O. Knutson, Sioux City, chairman; Ross D. Bagley, Salt Lake City, and Otto L. Kuehn, Milwaukee.

State and Local Organization: Alvin H. Livingston, Chicago, chairman; W. W. Overton, Dallas; M. W. Lewis, Louisville, and John P. Houck, New York.

Trade Practice Conference: Millard J. Bloch, Kansas City, chairman; Harry C. Faulkner, New York; H. E. Lincoln, Minneapolis; Willis W. Johnson, Little Rock, and Luman R. Wing, Jr., Chicago.

Membership: Samuel T. Millar, San Francisco, chairman, and the entire board of directors.

ITALIAN CANNING INDUSTRY IN GOOD SHAPE

THE Italian Canning industry, particularly tomato canning, is in excellent shape with the previous stocks practically exhausted, according to a radiogram dated April 3, 1930, received in the Department of Commerce from American Commercial Attache M. M. Mitchell, at Rome. A good foreign demand is expected by the trade for the new pack.

Italy's industry for the manufacture of marmalade, jam and related preserved fruit products has undergone a notable expansion in the last five years according to information contained in a report dated March 19, received in the Department of Commerce from American Consul Sydney B. Redecker at Naples, Italy. Great as has been this expansion, however, it is felt that it is merely an indication of the possibility for much greater development in the future, provided the industry is relieved of certain disadvantages now handicapping it resulting mainly from the high taxation upon sugar employed in the manufacture of marmalade products, the high communal or consumption taxes imposed by the various Italian municipalities, and the high freight rates applied by the Italian State Railways to this class of products.

The expansion of the Italian fruit conserve industry on a notable scale dates from only as recently as 1925. The main factor contributing to the expansion was a material reduction granted by the Government in the tax known as the "tassa di fabbricazione" (manufacturing tax) applying to sugar both of domestic and foreign origin.

The marked augmentation in the manufacture of marmalade in Italy is clearly shown by the greatly increased quantity of sugar consumed by the Italian marmalade industry in the years following 1924. The consumption of sugar in the manufacture of the better grades of marmalade may be considered a fair index to the trend of production, since approximately one-half the weight of the finished product is represented by the sugar content. Whereas in the several years prior to 1924 the Italian marmalade industry consumed on an average of only 220 short tons of sugar per year, consumption in succeeding years rapidly mounted, advancing to 2,026 short tons in the fiscal year 1925-26, to 3,213 tons in 1926-27, to 3,641 tons in 1927-28 and to 6,765 tons in 1928-29. The prospects are that the consumption of sugar by the industry during the present fiscal year of 1929-30 will reach the very high record level of 8,800 short tons.

Following 1924 Italy's exports of preserved fruits containing sugar also advanced notably, rising from the comparatively small quantity of 700 short tons valued at $216,140 in 1923, with only a temporary recession in 1927, to the high record level of 3,483 short tons valued at $926,322 in 1928. The year 1929 recorded a considerable falling off in exports of marmalade, the exports in the first ten months of 1929 (the latest period for which statistics are available) declining to 2,329 short tons valued at $596,167 from 3,243 tons valued at $844,975 in the same period of 1928.

Italy's imports of marmalade and related fruit products are small when compared with the country's total production, consumption and exportation of these products.

The imports until 1927 were practically stationary, increasing from only 54 short tons valued at $19,527 in 1924, to 59 tons valued at $23,855 in 1927. However, the year 1928 recorded a marked increase in imports, these advancing in that year to the record high level of 152 short tons valued at $45,342. Imports in 1929 were maintained at a level only slightly below the high record of 1928, imports in the first ten months of 1929 amounting to 116 short tons valued at $36,430 compared with 122 tons valued at $35,063 in the same period of 1928. Imports are principally from the United Kingdom.

TAXES GETTING STRANGLE HOLD ON INDUSTRY

Executive Points Out That Railroads Now Pay Almost One-Fourth of Net Earnings in Taxes

ASSERTING that rising taxes were getting a strangle hold upon industry, Fred W. Sargent, president, Chicago and North Western Railway Company, in an address before the recent annual convention of the Chamber of Commerce of the United States, warned that "if we are to hold down the Federal tax burden and prevent its further growth, it is essential that the Government keep out of private business and avoid taxing all the people in order that it may carry on business in competition with some of the people." The railroads, he said, are now paying almost one-fourth of their net earnings in taxes.

Discussing "The Nation's Tax Muddle—What to Do About It," Mr. Sargent said it would be a "a sad day for America when our Government uses its great powers and unlimited resources to compete in business with its own citizens." He continued:

"Perhaps I may be permitted to use our railroads to illustrate the strangle hold taxes are getting upon industry. This is the year of the national census. It is not completed, yet we have sufficient data from other sources to know that in the brief space of four decades our population has doubled; our national wealth has increased almost 500 per cent; our national income has increased over 500 per cent; railway property investment has increased 200 per cent; and railway gross income has increased about 500 per cent, but railway taxes have increased 1,220 per cent, while other than railway taxes have increased 952 per cent.

Rise Twice as Fast as Earnings

"Since 1911, which year I take because it was the beginning of uniform railway accounting prescribed by the Interstate Commerce Commission, the rate of increase in taxes has been more than double the rate of increase in gross earnings. In the last decade the railways have paid taxes in the amount of three and one-half billions of dollars, which was one billion dollars more than they would have paid had the ratio of taxes to gross earnings remained the same as it was in 1920.

What to Do About It"

"And I have been asked to tell you what to do about it. My answer is that we should go back to the policies and principles that have thus far made us great; to stop petitions for public improvements far beyond our means to afford; to realize that we cannot solve our problems of governmental finance by easy expedients, and to have the courage to admit that there is nothing that can take the place of collective thrift, self denial and intelligent citizen participation in the processes of government.

Urges People to "Exalt" Economy

"I would not have our people practice parsimony, but I would have them exalt economy in governments as well as in individuals. I would place the welfare of the many above that of the few. I would attempt to limit expenditures everywhere and at all times to the ability of the people to pay. I would attempt to prevent further growth of the per capita debt that hangs like a threatening mortgage over every home and every farm, and I would curtail every unnecessary public expenditure until the per capita burden is in a large measure lifted from the back of the producers of our country.

"And finally I would adopt as the fundamental policy to which all government action must conform, the principle that good government cannot exist with impaired or threatened credit and a constantly increasing tax burden; that states must not be bribed by the lure of Federal money to spend beyond their means, and that the measure of good government is its quality and not its quantity."

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.

News Around The Industry

The doings of canners and others in all sections of the country — A family chat of every day happenings.

Cannery Enlarged—The Greenwood (Delaware) plant of the Snyder Packing Corporation has been enlarged in preparation for the season's activities.

Moving Laboratory—The laboratory of the Stokeley Brothers Canning Company is being moved from Tipton to the new cannery at Greenwood, Ind., which is now about ready for operation.

Co-Op Cannery Formed—The Marengo Co-operative Canning Company, a co-operative corporation, has been organized under the laws of Illinois, with the principal purpose to can tomatoes. It has a capital stock of $10,000, of which $6,000 has been subscribed and paid.

Machinery has been purchased, a six-inch tubular well is being drilled and the buildings will soon be built. The canned product will be hauled to Chicago by trucks. Other vegetables may be added to the pack, such as pumpkin and rhubarb.

Machinery Added—The Pulaski Canning Company, Eubank, Ky., has added new machinery to take care of the increased business this year. In addition to tomatoes, the plant will also can beans.

Buy Oregon Cannery—Reid, Murdoch & Co., wholesale grocers of Chicago, have purchased the plant of the former Kings Food Products Co., of Salem, Ore., and will overhaul the factory and modernize the building so as to have it ready for the 1930 canning season.

Georgia Cannery—Plans for the erection of a canning factory at Hogansville, Ga., have been announced by M. S. Hopson, well-known Hogansville man. Operation of the plant, to be known as the Troup Cannery, is expected to begin in July.

Brocton Preserving Co. Visitors—On Decoration Day the Brocton Preserving Co., Brocton, N. Y., entertained as their visitors William Sturms, of the Willliam Hillis, Jr., & Co., the company's New York City brokers, and J. H. Bauer, buyer of Jaburg Bros., Inc., New York City. The visitors returned to New York very much impressed by the plant inspection and the cordial reception tendered by Carl C. Spoto, the genial manager of the company. The Brocton Preserving Co. has made many improvements to their plant this year, including the addition of a new receiving platform 40x110 feet, which will greatly facilitate the handling of the raw produce. A new bean grader and cutter and also bean snippers have been added, which is expected to result in even better quality in the can. An invitation is extended to brokers and buyers to visit the plant during the canning season.

Fish Canners Organize—The California Fish Canners Association has been organized with a membership of nineteen firms, representing about 90 per cent of the State's output of canned fish, valued at more than $30,000,000 annually. The association is an outgrowth of the Sardine Packers Association, and its purposes are unification for the strength of the market, improvement of the pack and Government co-operation and research.

The organization meeting was held at Los Angeles June 6th, and was presided over by Frank Van Camp, president of the Van Camp Sea Food Company, with R. E. Ludlums acting as secretary. The canning concerns represented were: F. E. Booth Company, Carmel Canning Corporation, Coast Fishing Company, Del-Mar Canning Corporation, Franco-Italian Packing Company, French Sardine Company, General Fisheries Corporation, E. B. Cross Company, K. Hovden Company, Italian Food Products Company, Linde Packing Corporation, Monterey Canning Company, Southern California Fish Corporation, Van Camp Sea Food Company, California Packing Corporation, Cohn-Hopkins Halfhill Packing Corporation and the Westgate Sea Products Company.

Henry Chace Married—Henry Underhill Chace, of the sales staff of the California Packing Corporation, is en route to his home at San Francisco from New York with his bride, the former Miss Sally Joost. The trip across the continent is being made by motor. The wedding, a surprise to friends in the trade, took place in Brooklyn.

Fire Destroys Cannery—The plant of the Wells Packing Company, McMinnville, Ore., was destroyed recently by fire, with a loss estimated at $68,000.

Promoted—L. E. Murphy has been made Northern California manager for the General Food Sales Company, Inc., which maintains offices in the Russ Building, San Francisco.

New Plant Operating—The B. H. Body Company has completed its new canning plant at Oakland, Cal., and has commenced the packing of cherries.

The C. F. Buelow Co., Inc., has been incorporated at Seattle, Wash., with a capital stock of $25,000 to engage in the canning of salmon. The principals are C. F. Buelow and Joseph Gluck.

SENATE PASSES LABELING BILL WITH AMENDMENT

THE Senate on June 6 passed the informative labeling bill (S.1133) with an amendment proposed by Senator Copeland, which does not modify the fundamental principle of the bill, but sets up a method of procedure for the Department of Agriculture in changing or fixing definitions and standards under the bill.

Before the bill can go to the President the amendment must be accepted by the House or the bill be sent to conference for a report on which the two Houses may agree.

The language added to the bill by the Copeland amendment follows:

"When it is proposed to change and fix a standard the Secretary of Agriculture shall direct the food standards committee, or such other standards agency as he may establish in the food and drug administration of the department, to determine upon and publish from time to time tentative definitions and standards for food. No such tentative definition or standard for any food shall be determined upon or published except after reasonable public notice and full opportunity for public hearing of all interested parties upon a proposed tentative definition or standard for the food, to be announced by the standards agency as a part of such public notice. Within thirty days after the publication of any such tentative definition or standard determined upon by the standards agency, exceptions thereto may be filed with the Secretary by any party of record to the proceedings before the standards agency with respect to the tentative definition or standard. The Secretary shall, if exceptions are so filed, and may upon his own motion within such period, whether or not exceptions are so filed, review such tentative definition or standard. If such review is had, the Secretary may, after reasonable notice to all parties of record to the proceedings before the standards agency with respect to the tentative definition or standard and after full opportunity to all such parties for public hearing before him, determine upon and establish a definition and/or standard for the food. If no such review is had, the Secretary shall establish the tentative definition and/or standard as the definition and/or standard for the food. A definition or standard established by the Secretary under this section shall take effect at such time as the Secretary shall prescribe, but in no case earlier than ninety days from the date of the promulgation thereof. The testimony and argument at any hearing under this section shall be stenographically reported and a transcript thereof promptly filed in the department as a public record. Modifications of any definition or standard established under this section shall likewise be subject to the foregoing procedure."

KRAUT PACKERS TO MEET

THE annual meeting of the National Kraut Packers Association, Inc., will be held at 10 o'clock A. M. Wednesday, June 18th, 1930, Hotel Rieger, Sandusky, Ohio, for the purpose of electing officers for the coming year and transacting other important business incidental to the industry.

KRAUT MEN ENDOW A FELLOWSHIP

MR. ROBERT YOUNG, a graduate of the Oklahoma Agricultural and Mechanical College at Stillwater, Oklahoma, has accepted the fellowship at Ohio State University financed by the National Kraut Packers Association. Mr. Young will be engaged during the summer time in helping carry on co-operative fertilizer tests with a number of the Ohio kraut packers. He will also make a detailed survey of cabbage-growing methods at these same factories in an effort to find out what factors and cultural practices are essential for the highest yield and best quality of cabbage for kraut. He will co-operate with the Crampton Canneries at Celina, Ohio; the Fremont Kraut Company, at Fremont, Ohio; the Bellevue Kraut and Pickle Company, at Bellevue, Ohio, and the Clyde Kraut Company, at Clyde, Ohio.

Two additional fellowships have been provided at Ohio State University, which will be of interest to the canners and kraut and pickle packers. One fellowship is financed by the N. V. Potash Export My. The fellow elected to this position will investigate in particular the effects of potassium and other fertilizer ingredients upon the quality, including shipping quality, of vegetables. The other fellowship is financed by the Chilean Nitrate of Soda Educational Bureau. The fellow elected to this position will study particularly the effects of nitrogen upon the quality and yield of vegetables. Mr. Carpenter, a graduate of Ohio State University, has been selected for the potash fellowship. The candidate for the nitrate fellowship has not yet been selected.

A CORRECTION

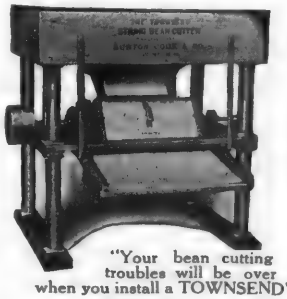
Under "Trade-Marks" in our last week's issue—June 9—we published:

"**B BRAND** and red background, Quality Products, Inc., Salisbury, Md., canned fruits and vegetables. Use claimed since April 1, 1928."

This should have been Q Brand.

J. Harry Cain
Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.

Try the new TOWNSEND at our risk!



"Your bean cutting troubles will be over when you install a TOWNSEND"

If you need a Bean Cutter this year, please write or wire us NOW—this year we cannot guarantee prompt deliveries at the last moment, because of the volume of business we are booking.

It will pay you to anticipate your requirements.

Burton, Cook & Co. Inc.
Rome, N. Y.

(Successors to Z. P. Townsend the original patentee)

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.

Two 300 gal. Jacketed Copper Kettles.

The above items are all in good condition, and are offered because of changes that are being made in my equipment.

Address Box A-1690 care of The Canning Trade.

FOR SALE—Double Morral Huskers, guaranteed good as new. Also; all roller chain Peerless Huskers, guaranteed in good operating condition.

Address Box A-1741 care of The Canning Trade.

FOR SALE—

1 Burt Labeling Machine for Nos. 1, 2, 2½ & 3 cans.
1 Ayars Tomato Filler No. 3 Cans.
4 Morral Corn Cutters.
1 Robins National Tomato Peeler complete.
1 25 H. P. Horizontal Engine.
2 Pulp Fillers for No. 1 cans.

All in first class working order. Attractive prices.

The Torsch-Summers Co., Baltimore, Md.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

FOR SALE—1250 Metal Boxes 20 inches long by 15 inches wide by 8 inches deep.

DeForest Canning Co., DeForest, Wis.

FOR SALE—1 Urschel Snipping Machine for Gooseberries, Cherries and Cranberries. Used one season in A-1 condition.

Address Box A-1761 care of The Canning Trade.

FOR SALE—1 new John Bean Spraying outfit. This is Bean No. 827-P Sprayer complete with gas engine, 6 row truss frame boom, 3 nozzles per row. Machine was new in 1929 and has never been used. It cost us about $650.00 delivered. Will accept $550.00 or best offer.

Charles G. Summers Jr., Inc., New Freedom, Pa.

FOR SALE—

1 Circular Peerless Exhauster.

Thomas & Co., Frederick, Md.

FOR SALE—Here's a real bargain:

1 Large Capacity Wonder Cooker for Nos. 2 and 3 cans.
1 Harris Hoist.
1 150 gallon capacity Copper Jacketed Kettle, practically new.
2 Can Elevators with Track Run-way.
2 40 x 60 Closed Kettles.

All the above in practically new condition and subject to prior sale. Write, telegraph or telephone.

A. K. Robins & Co., Inc, Block bounded by Lombard, Concord and Fallsway, Baltimore, Md.

FOR SALE—Four Hamachek Viner Feeders for Pea Viners, in fairly good working condition. $35.00 each.

Gaston Canning Co., Gaston, Ind.

FOR SALE—A quantity of canning tools including two Power Monitor Jumbo Cherry Pitters, also other small canning equipment. Send for list.

Manlius Improvement Co., Manlius, N. Y.

FOR SALE – Rebuilt Continuous Cooker for No. 2, No. 2½ and No. 3 cans. First class condition. Price reasonable.

Souder Mfg. Co., Bridgeton, N. J.

FOR SALE—1 Complete Roller Conveyor 500 ft. long, excellent condition.

2 Economy Portable (Hand or Electric Operated) Elevators, good as new. Write or wire for particulars.

Maryland Pipe & Steel Corp.,
Ostend & Scott Sts., Baltimore, Md.

FOR SALE—

12-h.p, Upright Engine, used but little, $40.00
1 Cyclone Pulp Machine with sliding Belt Pullep and 2 Copper Screens, $15.00
1 Hand Can Seamer. $3.00
Three 4 ft. Retort Crates, $12.00

E. E. Carter, Patoka, Ill.

FOR SALE – One Second hand 8 h. p. Horizontal Engine in good condition. Will stand inspection. Price $100.00.

Willard Moore, Pearson, Md.

FOR SALE—Eight Horizontal Retorts or Sterilizers (new) with cars for same, made of steel bars with the following dimensions: 6 feet long, 27 inches wide and 20 inches deep. Also steel trucks for same, with tracks on them that jibe with tracks on inside of retorts.

H. B. Hunter Co., Inc., Norfolk, Va.

Wanted—Machinery

WANTED—Pea Viner, state model, condition and price.
The Kildonan Canning Co., Ltd., 167 Grain Exchange, Winnipeg, Man., Canada.

WANTED—One Pea Podder and one Tomato Pulp Finisher in good condition.
Address Box A-1756 care of The Canning Trade.

WANTED—Good used Labeling Machine for No. 2 and No. 3 cans, also one Tomato Trimmings Pump Must be in good condition and priced reasonable.
H. L. Shields, English, Ind.

WANTED—Several Max Ams No. 128 Automatic Double Seamers, 1917 models. Please state the equipment and best cash price.
Address Box A-1762 care of The Canning Trade.

WANTED—A Liquid Filler for No. 10 cans that will fill Syrup accurately, similar to Ayars or Elgin. Must be in first class condition.
H. B. Hunter Co., Inc., Norfolk, Va.

For Sale—Seed

FOR SALE—Tomato Seed. Genuine Marglobe Tomato Seed certified by the Maryland Seed Certification Board. Also selected Tri-State Radebaugh.
Tri-State Packers Association,
Easton, Md.

FOR SALE—1,500 pounds Giant Stringless Bean Seed, 500 pounds Round Pod Kidney Wax Bean Seed, Western grown.
New Era Canning Co., New Era, Mich.

FOR SALE—100 bushels Burpee Stringless Green Pod Beans, 50 bushels Giant Stringless Green Pod Beans, Idaho grown. Can make immediate shipment from Bel Air.
W. E. Robinson & Co., Bel Air, Md.

For Sale—Plants

FOR SALE—150 acres Vegetable Plants - Cabbage: Copenhagen, Danish Ballhead, Enkhuizen Glory, Flatdutch and Wakefields. Tomato: Marglobe, Bonnybest, Greater Baltimore and Stone. Wire or write for prices, or come to our farms on Norfolk-Richmond Highway. Shipping capacity half million daily.
J. P. Councill Co., Franklin, Va.

FOR SALE—Wakefield and Flat Dutch Cabbage Plants. They are from best seed obtainable and are very strong and vigorous; seven inches tall, at 75¢ per thousand. Greater Baltimore Tomato Plants $1.50 per thousand. Our plants will please you.
Hastings Cannery, McClure, Ill.

Help Wanted

WANTED—Closing Machine Service Men. We require a number of men thoroughly experienced in setting up and operating Closing Machines, also experienced on automatic can making machinery, highly desirable permanent position for A-1 men. Write fully giving experience and salary.
Address Box 982, 303 W. 42nd St., New York City.

WANTED—Capable Superintendent for Can Making Factory. State years of experience, give references and state salary expected.
Mark W. Judd Co., Tampa, Fla.

WANTED—Manager for a Tomato Canning Plant in New Jersey. One who is capable of packing Fancy Tomatoes and Pulp. For season from July 1st to November 1st.
Address Box B-1758 care of The Canning Trade.

WANTED—We have an interesting opportunity to offer a practical canner familiar with vegetable and fruit canning and preserving. Superior home conditions. Private enterprise. Must have excellent references. Splendid chance for the right man.
Address Box B-1743 care of The Canning Trade.

WANTED—All round practical canner and millwright for small plant in Northern Pennsylvania. Must understand packing of fancy Cherries, Beans, Tomatoes and Tomato Puree, able to handle help and keep machinery in repair. Work starts at once. Give full particulars.
Address Box B-1754 care of The Canning Trade.

Situations Wanted

POSITION WANTED—Accountant with 23 years experience, 13 years with one of the largest canners of the country, desires a position in the vicinity of Seattle, Washington. References furnished and required.
Address Box B-1759 care of The Canning Trade.

POSITION WANTED—As Manager or Superintendent packing a line of mostly all fruits and vegetables. Have about 20 years experience in canning. Am also a machinist and can superintend building and fitting out complete canning factory.
Address Box B-1757 care of The Canning Trade.

POSITION WANTED—By man who has had 14 years experience with Max Ams Double Seamers; can also rebuild them. Best references.
Address Box B-1760 care of The Canning Trade.

AMSCAN
CERTIFIED
SEALING FLUID
"The Golden Band"
Insist on AMSCAN—the perfect Sealing Compound—and be safe.
THE MAX AMS MACHINE CO., NEW YORK

STRASBURGER & SIEGEL

Consultants to the Canning Industry

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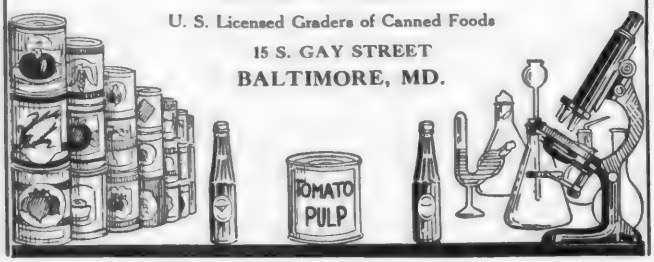

Can prices

1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY

CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND CANCO DISPLAY FIXTURES

⅝ Field Hamper

Are You Losing Money By Using Field Crates?

We do not know of a single canner who has used the ⅝ field Hamper who has changed back to crates.

Our long list of pleased customers is our best salesman.

Planters Mfg. Co., Inc.
Portsmouth, Va.

Representation In Czechoslovakia

Import house in Czechoslovakia with first class references wishes business connection with a first class manufacturer of canned fruits.

Address **Petr Chloupek,**
25 Jindrisska,
Prague, Czechoslovakia

Peas Thoroughly Washed Quality Improved

Baltimore, Aug. 1st. 1928

We take pleasure in recommending your Hydro-Geared Pea Grader, which we installed at one of our plants for our Pea Pack this season.

It is quite an improvement over any Grader we have ever operated, and we are more than pleased with the results. In addition to satisfactory grading and capacity, we believe the continuous application of water during the entire operation, materially improves the peas.

Gibbs Preserving Co.
Oscar T. Sewell

The Hydro-Geared Pea Grader

Write for circular

The Sinclair-Scott Company
Wells and Patapsco Sts.
Baltimore, Md.

"BLOOD TELLS"

PEAS—BEANS

SWEET CORN

ROGERS BROS. SEED CO.
BREEDERS and GROWERS
CHICAGO, ILL.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	3.15
Peeled, No. 2½	.....	3.10
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.65
Tips, White, Mammoth, No. 1 sq.	.....	3.00
Small, No. 1 sq.	.....	3.00
Green, Mammoth, No. 1 sq.	3.40	3.00
Small, No. 1 sq.	2.80	3.00
BAKED BEANS‡		
Plain, No. 1	.65	.85
No. 2	.....	1.05
No. 3	.....	.....
In Sauce, 18 oz.	.75	.90
No. 1	.65	.....
No. 2½	1.40	1.65
No. 10	4.50	5.50
BEANS‡		
Stringless Stand. Cut Green, No. 2	.85	1.05
Standard Cut Green, No. 10	4.50	5.50
Standard Whole Green, No. 2	1.20	.....
Standard Cut Wax, No. 2	1.10	1.15
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	1.00
Standard, No. 10	5.00	Out
LIMA BEANS‡		
No. 2, Tiny Green	2.40	.....
No. 10	12.00	.....
No. 2, Medium Green	1.85	.....
No. 10	10.00	.....
No. 2, Green and White	1.35	1.50
No. 10	.....	.....
No. 2, Fresh White	.....	.....
No. 10	8.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.90
8-15, No. 2	.....	.....
15-20, No. 3	1.50	.....
Cut, No. 2	1.15	1.20
Cut, No. 10	4.50	.....
Whole, No. 10	5.00	5.50
Diced, No. 10	5.00	.....
CARROTS‡		
Standard Sliced, No. 2	.95	1.15
Sliced, No. 10	4.25	4.75
Standard Diced, No. 2	.95	.....
Diced, No. 10	4.25	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.40
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy No. 2	1.20	1.55
Extra Standard, No. 2	1.10	1.35
Standard, No. 2	1.05	1.30
Standard, No. 10	8.25	.....
Crushed, Fancy No. 2	1.10	1.20
Extra Standard, No. 2	1.00	.....
Standard, No. 2	.90	.92½
Standard, No. 10	5.00	5.50
HOMINY‡		
Standard Split, No. 3	1.10	1.15
Split, No. 10	3.25	3.90
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.40	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.85
No. 2 Fancy Alaskas, 2s	.....	1.70
No. 3 Fancy Alaskas, 2s	.....	1.45
No. 3 Fancy Sweets, 2s	.....	.....
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.35
No. 3 Std. Alaskas, 2s	.....	1.02½
No. 4 Std. Alaskas, 2s	.....	1.00
No. 5 Std. Sweets, 2s	.....	1.05
No. 3 Std. Alaskas, 10s	.....	5.75
No. 4 Std. Alaskas, 10s	.....	5.50
No. 4 Early June, 1s	.....	.97½
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	1.42½
No. 10	2.75	4.00

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	.90	1.10
No. 2½	1.00	.....
No. 3	1.10	.....
No. 10	3.30	4.50
SPINACH‡		
Standard, No. 2	.85	† .90
No. 2½	1.20	.....
No. 3	1.27½	†1.35
No. 10	3.50	†3.75
SUCCOTASH‡		
Standard Green Corn, Dried Limas, No. 10	1.20	.....
Standard Green Corn, Dried Limas, No. 2	.....	1.30
(Triple) No. 2 (with tomatoes)	1.40	.....
SWEET POTATOES‡		
Standard. No. 2, F. O. B.	.....	.....
No. 2½	1.70	†1.65
No. 3	1.75	†1.75
No. 10	5.00	†4.75
TOMATOES‡		
Extra Standard, No. 1	.67½	.....
F. O. B. County	.65	.....
No. 2	1.00	.....
F. O. B. County	.90	.....
No. 3	1.55	.....
F. O. B. County	1.50	.....
No. 10	4.75	.....
F. O. B. County	4.50	.....
Standard, No. 1	.52½	.....
F. O. B. County	.50	.....
No. 2	.87½	.....
F. O. B. County	.82½	.90
No. 3	1.45	.....
F. O. B. County	1.45	1.55
No. 10	4.25	.....
F. O. B. County	4.00	.....
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.55	.60
No. 10, Whole Stock	4.25	4.35
Standard, No. 1 Trimmings	.50	.52½
No. 10 Trimmings	4.00	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	4.00
Pennsylvania, No. 10, water	3.75	.....
Pa., No. 3	1.50	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	2.15
Choice, No. 2½	2.25	2.75
Fancy, No. 2½	.....	3.00
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, Water	7.25	.....
No. 2, Preserved	.....	1.75
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.65
No. 10	14.25	12.75
CHERRIES*		
Standard, Red, Water, No. 2	1.40	1.50
White Syrup, No. 2	1.75	1.85
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	11.00	14.00
California Standard 2½	3.10	3.25
Choice, No. 2½	3.40	3.50
Fancy, No. 2½	.....	3.75
GOOSEBERRIES*		
Standard, No. 2	.....	1.20
No. 10	.....	5.25
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.85	2.20
Choice, No. 2½, Y. C.	2.20	2.75
Fancy, No. 2½, Y. C.	.....	2.90
Extra Sliced Yellow, No. 1	1.50	1.30
Seconds, Yellow, No. 3	.....	1.45
Pies, Unpeeled, No. 3	.....	1.20
Peeled, No. 10	5.50	5.00

CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	.....	.....
Extra Standards, No. 2, in Syrup	1.25	.....
No. 3	1.75	.....
California Bartletts, Standard 2½	2.75	2.95
Choice	3.50	3.30
Fancy	.....	.....
Standard, No. 10	.....	9.25
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.75	2.95
Sliced Standard, No. 2½	2.65	2.70
Sliced Extra, No. 2	.....	2.50
Sliced Standard, No. 2	.....	2.20
Grated, Extra, No. 2	.....	2.00
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	10.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.65
No. 10s	14.75	12.75

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.40	1.40
17 oz.	1.40	1.50
19 oz.	1.50	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	4.05
¼-lb. cases, 4 doz.	.....	2.20
OYSTERS*		
Standards, 4 oz.	1.25	.....
5 oz.	1.35	1.30
8 oz.	2.50	.....
10 oz.	2.70	2.60
Selects, 6 oz.	2.50	.....
SALMON*		
Red Alaska, Tall, No. 1	3.50	2.87½
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.60	1.62½
Columbia Flat, No. 1	.....	4.85
Flat, No. ½	.....	2.85
Chums, Tall	1.45	1.55
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.70
Wet, No. 1, Large	1.80	1.70
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.50
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.50
¼ Oil, Carton	.....	†4.75
¾ Mustard, Keyless	.....	†3.15
California, ½, per case	.....	†16.00
Oval, No. 1	.....	†3.40
TUNA FISH* (California), per case		
White, ⅛s	.....	.....
White, ½s	14.00	9.50
White, 1s	.....	17.50
Blue Fin, ½s	.....	7.50
Blue Fin, 1s	.....	14.50
Striped, ½s	.....	7.00
Striped, 1s	.....	12.50
Yellow, ½s	.....	7.60
Yellow, 1s	.....	14.18

Kyler Boxers

It's the performance of a product under actual working conditions that counts most of all. And it is the performance of KYLER BOXERS in large plants throughout the country that has a significant message for you. Here they are given the acid test. Day after day, week after week, for years, they are used under the most severe conditions. That they have given absolute satisfaction is amply evidenced by the number of repeat orders from firms who are already using them.

Manufacturers of Boxing and Labeling Machines

Westminster Machine Works, Westminster Md.

ZASTROW-MITCHELL PINEAPPLE GRATER

for Pineapples, Grape-Fruit, Cocoanut, Apples, Oranges, Lemons, etc.

DOUBLE-TYPE, HOPPER REMOVED

Manufactured by

Zastrow Machine Co. Inc.

Foot Thames Street

BALTIMORE, MD.

Pineapple Corers, Sizers and Slicers

FINDLEY'S

Pastes

Glues

Gums

For every purpose.

Write for samples and prices

The F. G. Findley Company

387 Tenth St., Milwaukee, Wis.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JUNE 16, 1930

WEEKLY REVIEW

Rain and Relief—Buyers Accept Injury to Pea Crops and Pack—Pea Canners Are Withdrawing—Market Continues Quiet.

RAIN MAKER—We intend to file claim against the canners for a few hundred thousand dollars commission on the amount of good they realized in their crops from the good rains of the past week, and the breaking of the long drought. Last week's issue of The Canning Trade went into the Postoffice at 6 P. M., Friday, June 6th, and contained a definite statement that there were no indications of rain or a cessation of the long drought and heat, and the damage which they were doing to canning crops. At exactly 6.01 P. M. rain came on in generous measure, and continued off and on during the better part of the week, with cool, nice growing weather, and the entire condition has changed so far as those crops that are growing are concerned. Of course, the pea crop is out of the way in this section, and could not be benefited, but corn, tomatoes, beans and other crops have enjoyed a welcomed relief and rejuvenation this past week. You may realize what this means when we say that corn, tomatoes, beans, etc., threatened to follow suit to the pea crop of this year; they were simply burning up in the fields and no way to stop it—but such a rain as we had. As it is, much acreage has been lost or damaged, plants killed and replanting made necessary where new plants could be found; but that is not easy. You will note that our crop reports this week tell of bean fields which show only 50 per cent to 60 per cent germination, and other fields that have turned yellow under the blistering sun and may not recover. Corn fields have suffered somewhat in the same way, but the relief in time for corn, as a rule.

The event of the week is the fact that buyers have finally come to the realization that the pea crop of this section and of Wisconsin has actually been hurt, and the possible total pea pack reduced very materially. It took a long while for this truth to soak home, but it is there now, and if it were not the fact that most pea canners have withdrawn from the market, and that canned peas have been withdrawn from quotation on this market, might make them realize it. Peas have had a charmed life for the past several years, and buyers scoffed at the damage reports, and said there would be plenty of canned peas. Well, there will not be, and the finer grades will be very scarce and very high in price, for the canners now know what they are worth. This, the first major pack of canned foods, has run counter to early expectations and predictions, and instead of a whale of a pack the wail now comes from the buyers.

Indiana, Illinois, Michigan and some parts of New York State and Lower Wisconsin are starting their 1930 packing, and in general the outlook there is fairly good, as the pea crops were not hurt and the rains came in time to help. Some sections of these states now complain of droughty conditions, and they may not come through entirely unscathed. At the bottom of our crop reports we give the latest Governmental report on the pea disaster, and it can be written down as reliable. The buyer who will not accept that report is just fooling himself.

Serious damage was threatened to the cherry crop in Michigan and Wisconsin by frosts and some damage was done, but on the whole the cherry crop of the country is coming through quite well.

THE MARKET—Despite the fact that growing conditions are running contrary to what buyers thought that they would during 1930, and that some crops have already proved dismal failures, the buyers are not alarmed to the extent of active buying. They are willing to admit that they should buy and try to protect themselves, but they won't. They take a few cases to cover immediate wants, and that is all. The cue in this for every canner is to play the game in the same way—stay off the market and be as unconcerned about sales as the buyers are. It may not bring business, but it will bring better prices and better profits for you later on. There has not been a time during the past year that the canned foods market has not been in the hands of the sellers, but they have not taken advantage of it. They have allowed the buyers

to sway the market with predictions of excessive packs until the canners weakened in their prices, but there was never any reason for this. The canners just could not handle their own situation.

Today the jobbers' journals and representatives say that the canned foods market is not in line with its statistical condition, and they mean by that the amount of spot goods on hand is so small that prices should be high, and futures in proportion, but that as a fact prices do not represent the real condition. Some of this, of course, is due to the unfavorable general business conditions, but some of it is due to the inability of the canners to profit form their advantage. The advantage is all with the canners today on spots and futures, for the myth of excessive packs has blown away, and, even if it had not, the cleaned out condition of all canned foods stores—the fact that 1930 packs must come upon practically empty floors, takes any possibility of weak prices out of the question. If the canners had the backbone to ask prices they would get them, though only on the smallest kind of lots. But the buyers would have to pay them. Let the weather prove ideal from now on until the end of the canning season, and if the canners put up a worth-while article they cannot ever pack demand and the market prices will continue good.

Brokers here say that the demand is for but a few cases at a time, only as the goods are needed, and for a limited list. Some bean prices are a little easier. Corn prices also have dropped down here a little. That is not because the goods are not worth more money, but because the holders wanted to clean out the rag-tag ends they still hold, and were not particular about the price. Even sauerkraut has gone off in this week's quotations.

As we have stated, quotations on canned peas have been withdrawn; in other words, peas are out of quotation today. This is a unique situation not seen before, and it means much. If the buyers were in buying humor it would about cause a panic, but general business conditions are not good, are not right, and all signs fail in such cases.

Canned tomato prices have sagged off again, presumably because stocks of spot canned tomatoes have dwindled down to almost the disappearing point. This item has been working backwards for some months; the lower the stocks the lower the prices. You could not buy a decent size block of canned tomatoes anywhere at any price, and yet the market prices are going off. There is no explanation, but we will say that if you think that back somewhere, hidden away, there are large blocks of canned tomatoes being held, and that it is these that are causing the falling prices, you are all wrong. There is nothing of the kind. Stocks of spot canned tomatoes were never as small as they are today. Some of the tomatoes that are being sold are not worth any more than what they are bringing, if they are worth that, but that does not explain the phenomena.

California reports that business is coming in from all sections, and gradually closing up all spot canned fruits. The canners are not going to "run crazy" in their packs this year; they are going to be moderate.

Canned fish seems able to hoist its price, and it is strong and doing fairly well.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

More Activity in All Lines—Canners Wary About Accepting More Business on Peas—Tomatoes Stand Still—Beans More Active—Sardines Higher—Spinach Dull—Low Grape Fruit Prices Surprise.

New York, June 12, 1930.

THE MARKET—More activity in all lines of canned foods may be reported this week, with several items really strong, notably peas and Maine sardines. Crop conditions in the former are considered really serious, while Maine packers advanced to a new basis of $3.50 f. o. b. Eastport for keyless oil ¼s.

With the certainty of a short pack in the South and a badly depleted crop in Wisconsin, peas have advanced to the front of the market. Instead of seeking business canners are now most wary in accepting orders. The situation has been completely reversed within just a few weeks. Prior to the calamitous weather conditions buyers were disposed to look at the pea plantings with a cold eye, and looked forward to a large overproduction. As a result, they were completely dead as far as booking futures was concerned. When first reports of the crop damage came in here they were discounted to a large extent. Now, however, there is no doubt remaining as to the seriousness of the situation, and buyers are anxious to get their needs covered. Packers, however, will doubtless have a change of heart regarding prices, although no action can yet be reported.

Tomatoes show little change. The Florida pack is closely sold up, while the remaining spot goods in the Tri-States are being slowly but surely wiped out by the steady withdrawals on hand-to-mouth business, which, while large individually, totals impressively in the aggregate. Prices hold unchanged, ranging from 85c to 90c for standard 2s.

Peas—A decided change has occurred in buying circles. Southern early June peas are being offered very sparingly, with No. 2 sieve in No. 2 cans held at $1.15 f. o. b. factory. The No. 2 standard 1930 pack pod-run peas are offered at $1.00, f. o. b. peninsula factory. Crop conditions are such in both the South and Wisconsin that buyers here are covering their needs immediately as far as possible, although canners now are hesitant about accepting a large volume at present prices.

Tomatoes—The movement of tomatoes during the week was fair, with small spot orders predominating. The Florida crop, a short one, is pretty well sold up now, and buyers are dependent to a large extent upon the remaining goods in the Tri-States to carry them until the new pack is ready for distribution. Reports from Tri-State canners indicate that the spot stocks are steadily dwindling. Prices have not changed, however.

Beans—Standard cut stringless green beans are more active, and a resultant stronger tone is noted, with 2s quoted at 85c to 90c f. o. b. factory for desirable quality. No. 10s are held at $4.50. While chain stores are reported to have been active buyers in other cities, they have not as yet shown any startling activity in New York.

Sardines—The establishment of Maine sardines on the new higher basis of $3.50 for keyless oils ¼s, f. o. b. Eastport, has served to direct buying interest in that direction, and considerable new business has been reported booked at the higher level, which is being held to firmly by packers. Factories are reported as all closed down at this time, there being no fish running at all.

Spinach—This has been a dull item in the local market this week. Price quotations remain unchanged, although several canners were reported to have offered concessions in an effort to attract buyers.

Corn—No buying activity of any notable size took place this week in corn. Buyers seem disposed to ignore futures at the present time. Spot business was quite active, however, for quality goods, which are scarce.

Grapefruit—The naming of low prices on Florida grapefruit for the 1930-31 season occasioned some surprises here. Fancy 2s at $1.60 f. o. b. factory, and quoted at $1.75 New York, are considered a bargain. Future bookings have been quite heavy. Spot fancy 2s hold at $1.95-2.00, f. o. b. New York, and are in good demand.

Tuna—A fair volume of business has been put through in tuna this week. Standard yellow fin was offered in one quarter here at $7.00 to $7.25 for halves, with 1s quoted at $14.00, ex-warehouse. Solid pack yellow fin is quoted at $8.00 on halves and $15.00 on one pounds.

CHICAGO MARKET

By "OBSERVER."
Special Correspondent of "The Canning Trade."

Conditions Better—Some Canners Withdrawing from Market—Pea Damage Proves Worse Than Expected. Canning Peas in the West—Corn Closely Cleaned Up—Financing Packs Through Field Warehouses.

Chicago, June 12, 1930.

BETTER—Business conditions in Chicago are better. Large summer and fall requirements have already begun to engross the attention of big employers, and many are taking on more people. A few large industries hiring 5,000 to 10,000 men who have been out of work will work benefits to everybody in the community and all tributary trading territory. This process is slowly in the making.

There is a correct, evenly balanced course for jobbers to follow in the times just ahead of us. That is one of the reasons well-paid buyers are kept on the job every day in the year, as we are approaching a time when such men can make a substantial step toward a good year's showing by wisely placed commitments with responsible shippers.

Tomatoes—Stories continue to come in from many conservative operators as to their going off the market completely, feeling that their unsold capacity will bring greater returns later. There are still enough sellers willing to take orders at previous prices to prevent any advances, but the actions of these far-sighted canners in going off the market means something which old-time buyers know it well to weigh carefully.

The tomato plant shortage continues no better, and with a bare market on which to make deliveries this fall there would seem to be little chance of oversupplies.

Spot tomatoes continue in the lopsided situation previously described, too many No. 2 Eastern standards and very little other sizes anywhere.

Peas—Reports secured from experts who have made a thorough study of the crop damage in Wisconsin indicate that the loss on Alaskas is far worse than first estimated. South of Madison the loss is around 40 per cent, north of Madison there is a belt of 100 miles wide where the loss is probably 75 to 80 per cent. Then way up in the extreme north end of Wisconsin a few spots escaped without so much injury.

Replanting with sweets is being done wherever seed can be obtained. We understand that a drive through the country shows the peas still growing, even where frostbitten; however, their fructification has been greatly reduced, with the probability of very frequently only one or two peas in a pod, and few pods.

The jobbing trade generally has received above news with some indifference. They figure as long as they have waited thus far they will wait and see what the cannery productions actually show.

Pea canning is under way in Indiana, Illinois and Iowa. Reports indicate a fair yield in those states, but in most cases packers are entirely sold out.

We may look for some lively trading in peas during the next month.

Corn—Spot stocks of white corn very closely cleaned out. Canners who still have a few cars seem indifferent to sell at offers in line with basis recently prevailing. The yellow grades of corn also doing better.

Future corn continues unchanged; a few packers off the market account disappointing planting season, but the general situation on corn is not disturbing, and a good quantity 1930 pack is in the making. With the prospective shortage on peas this corn may be in vigorous demand.

Field Warehousing—Those operators who have made themselves of such great value to the trade in recent years are getting busy with plans to finance the crop wherever their services may be required. With growing insistence among jobbers that seller carry the load until they want their goods, a financing scheme is more important than ever before. If the jobbers succeed in making a sixty-day turnover on their canned foods the year round, it is going to require a different finance set-up among canners than heretofore. Progressive canners are getting ready to meet these necessities.

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OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Only Light Showers and Spotted—New Set Plants Need Rain—All Sales at Full Prices—No Change in the Future Situation—Very Light Sales of Beans. Poor Stand Shown in Bean Crop.

Springfield, Mo., June 12, 1930.

WEATHER—The showers that have fallen in the Ozarks during the past week have just been in spots, and light showers at that. From different parts of the district much complaint is coming in about the dry weather.

Tomato Acreage—While a large per cent of the tomato acreage contracted has been set in the fields, at the same time growers report that these plants are not making any growth, due to the shortage in moisture. The unusual low temperature that continues to prevail is very detrimental to these fields of tomatoes.

Sales Spot Tomatoes—The number of cases of spots sold during the past week were in keeping with canners' very limited holdings, and practically without exception, every sale at canners' full asking prices.

Prices Spot Tomatoes—The few cars remaining unsold in the district are being held at the following prices: No. 1 standard, 10 oz., 57½c dozen; No. 2 standards, 85c dozen. We are quite sure that there are no offerings whatever in other sizes. Brokers continue to send in to the canners requests for straight and mixed cars containing sizes that are absolutely unobtainable in the Ozarks.

Future Tomatoes—Practically no change whatever in market prices. Offerings on the market now are limited to very few canners. All the large canners sold all the futures they desired to sell in the early part of the year. It would be possible to confirm limited sales of futures for fall shipment when packed, canners' usual contract, at about the following range of prices: No. 1 standard, 10 oz., 50c dozen; No. 300 cans, 14½ ozs., 70c dozen; No. 303 cans, 16 ozs., 72½c dozen; No. 2 standards, 77½ to 80c dozen; No. 2 extra standards, 90c dozen; No. 2½ standards, $1.07½ to $1.10 dozen; No. 2½ extra standards, $1.20 dozen; No. 10 standards, $4.00 dozen.

It might also be possible to find one or two canners that would confirm a few cars of future No. 3 standards at $1.25, extra standards, $1.35. Any buyers who are going to want any tomatoes in No. 3 cans, and who expect to draw same from the Ozarks, should arrange to have their orders confirmed without any further delay, as canners generally are not making any arrangements to pay any tomatoes in No. 3 cans. It might be proper to state here that the majority of the tomato canners in the Ozarks pack in No. 2 cans only, and buyers who will desire to buy several sizes for mixed car shipment should by all means secure confirmation on assortment wanted and without further delay.

No. 300 Cans—The slight change made by the can companies in the dimension of the No. 300 cans has made it necessary for canners who will pack any tomatoes in that size can to change the weight of contents to 14½ ounces. This change in weight of contents was absolutely necessary in order that canners might not have any misbranded cans.

Spot Green Beans—Very light sales, only part carlots. No. 2 standard cuts, 85c to 90c. There are one or two canners who have some No. 10 standard cuts which can be bought at $4.50 for shipment in cars with No. 2 beans and tomatoes. The few canners holding any spot green beans are not particularly eager to market these, holding at prices in line with those mentioned.

Future Green Beans—No change whatever in canners' prices. Limited orders could be confirmed as follows: Cut Stringless: No. 1 standard, 10 oz., 67½ to 70c; No. 303s, 16 oz., 85c; No. 2 cans, 90 to 95c; No. 10 cans, $4.25 to $4.50. Two or three canners in the district would book limited orders on extra standard cut stringless, No. 2 and No. 10 cans, also on extra standard whole beans, No. 2 and No. 10 cans.

Bean Crop Prospects—From nearly all parts of the Ozarks reports come in that from the early seeding there is only 50 to 70 per cent stand, and the weather has not been favorable for the vines to have made the proper growth, considering the length of time the seed has been planted. It is anybody's guess as to what the green bean pack will prove to be this year.

Bean Acreage—The bean acreage in the Ozarks is not as great as was expected. However, it is not possible at this time to compare the total bean acreage of this year with that of last year. Bean growers tell us that the yield of green beans for packing purposes from any given number of acres depends entirely upon the crop season.

General Business Conditions—We are unable to observe any perceptible improvement in general business conditions, although we are quite sure that they are better here in the Ozarks than in many other localities. Tradespeople complain of a decrease in the buying power of the people in general, but no explanation is given except the fact that there are so many unemployed, and the further fact that many lines of business are now run strictly on a cash basis.

GULF STATES MARKET

By "BAYOU."
Special Correspondent of "The Canning Trade."

No Shrimp Being Canned in Alabama—Closed Season Is in Effect—Shrimp Were at a Premium Last Week. Drought Continues in This Territory—Bean Pack Moving Along Fairly Well.

Mobile, Ala., June 13, 1930.

SHRIMP—The shrimp pack is out of the picture in Alabama, as none are being canned. The closed season for the canning of shrimp is and has been so limited in Alabama that it has needed no law to shut down the seafood factories, but the factories were shut down for the want of raw material long before the law went into effect, which was the first of June. The closed season for the canning of of shrimp does not go into effect in Louisiana until June 10th, therefore Louisiana is the only state in this section canning shrimp the first ten days in June.

Shrimp were at a premium in this section last week, as the weather was so bad along the Alabama, Mississippi and Louisiana coasts that no fishing of any kind could be done. As a consequence of this, the market was absolutely bare of fresh headless shrimp, and it used up all the frozen stock that it had in storage.

Saturday the southeast wind that caused all this disturbance ceased, and a good norther came out, which calmed down the Gulf of Mexico, thus allowing the shrimp trawlers to go out and try their luck. And luck it was, because the shrimpers that ventured out were rewarded with fairly good catches and the shrimp were of exceptionally good quality, large and fancy.

The raw headless shrimp market has been able to absorb all the shrimp that has been produced in the last two days at a fair price, and in all probability will take all that will be produced this week, due to the fancy quality of the stock.

The price of canned shrimp is $1.40 per dozen for No. 1 small and $1.70 per dozen for No. 1 large, f. o. b. cannery.

Stringless Beans—The drought continues in this territory and the only consolation that the weather man can give us at this time is that it will be cloudy and the cool temperature will continue, with increasing cloudiness for the next 24 hours.

This cool temperature, which requires to cover over with a blanket at night, to be comfortable, has been the salvation of the bean crop thus far this spring, as the cool dew seems to stimulate the plants to where they have managed to hold out through this prolonged drought without any disastrous consequences.

General rain may follow the cloudy weather that is predicted for tomorrow, and this will aid very materially not only bean, but corn and other crops as well.

The bean pack is moving along fairly well, and certainly better than it is expected under such unfavorable weather conditions.

Another thing that is in favor of the pack this year is that the produce market is not taking many raw beans and the price is low, therefore the canning factories are not worried with the produce market that in some years it uses a large portion of the beans of the canner's contracted acreage, due to the fact that the produce shippers are able to pay a much better price than the canners on a high market of produce.

The price of cut stringless beans is $1.10 per dozen for No. 2 cans, $1.40 per dozen for No. 2½ cans, and $5.50 per dozen for No. 10 cans, f. o. b. factory.

CALIFORNIA MARKET

By "BERKELEY."
Special Correspondent of "The Canning Trade."

Definite Improvement Showing—New Pineapple Prices in the Making—Survey of Peach Tonnage—Cherry Festival—Heavy Pear Blight.

San Francisco, June 12, 1930.

IMPROVEMENT—A definite improvement in spot canned fruit business has been noted since the first of the month, and the shipping departments of California canners are showing considerable activity. Canners remark on the fact that the demand is not confined to any one section of the country, but is general. Prices are largely without change, and the low quotations are held to be largely responsible for the great increase in the consuming demand. Orders are not large, and mixed car shipments seem to be the rule, but business in the aggregate is quite satisfactory.

Pineapple—Opening prices on Hawaiian pineapple are under consideration by leading packers, but it is not believed that these will make their appearance until well toward the end of the month, or a little later than last year. Preparations are being made for a pack of fully 10,000,000 cases, or well ahead of the output of any previous year, but business booked on a subject-to-approval basis suggests that a definite market is in sight for all that can be packed. A good spring pack has been made, and this has been absorbed as fast as it could be shipped.

Peaches—A feature of the past week has been the bringing out of the preliminary report showing the gross tonnage of cling peaches in California for 1930, as determined by the survey committee composed of growers, canners and state officials. This report indicates a prospective crop of 485,000 tons, with the chance that this may be changed by adverse weather conditions before harvest. Of this quantity, 39,000 tons are Tuscans, 146,000 tons early Midsummers, 53,000 tons late Midsummers, 184,000 tons Phillips, 6,000 tons old Midsummers, 6,000 tons Levis and 1,000 tons other varieties. The total quantity of fruit available for commercial canning will be reduced from these totals at least to the extent that fruit is consumed fresh or home canned, and also to the extent that No. 2 and cull fruit are graded out. It is also likely that little of the old Midsummers or Levis will be canned. The survey was carefully planned and the estimates of canner and grower committeemen tallied so closely that not a single appeal was filed, and every report covering every orchard was signed by both estimators. The general committee was composed of A. W. Eames, vice-president California Packing Corporation; F. E. Booth, F. E. Booth Company; G. H. Hecke, director of the State Department of Agriculture; L. E. Neel, Turlock Co-operative Growers; E. R. Willliams and A. K. Andress, the latter being committee chairman. The survey was the second of the kind made in California, and participated in by canners and growers. The 1928 survey indicated a crop of 398,377 tons of clingstone peaches, and that year's pack amounted to 14,811,606 cases, with a considerable part of the crop unpicked. It will be quite readily seen that there is llittle likelihood of the entire crop being utilized this year, even should fruit crops prove light in other parts of the country.

Cherries—The twenty-first annual cherry festival was held at San Leandro, Cal., last week, under ideal conditions. Cherry picking and packing was in full swing and the Alameda county town was filled with visitors. One of the candidates for Governor acted as master of ceremonies at the coronation of the queen. Later in the week the annual asparagus festival was held at Isleton, when thousands paid homage to the vegetable that has made the delta district famous.

The Fishing Question—Alien fishermen have been swarming into the customs house at San Francisco during the past week transferring their boats to American citizens. Last month the Treasury Department issued orders to assess a duty on fish caught outside the three-mile limit and brought into California ports on alien boats. About 2,700 fishing boats are registered at the San Francisco Customs House, and many of these are owned by aliens.

Pears—Pear blight, which has been a menace to the pear-growing industry in California for more than 30 years, has flared up this year on a scale never before witnessed here, and strenuous efforts are being made to check it. Damage is greatest in the Sacramento River, Coloma, Hollister, Contra Costa and Marysville districts, but its spread to other rich pear growing dis-

tricts is considered inevitable unless a speedy halt of the infection is made. This year's crop will show a falling off, as a result of the blight visitation, and it is feared that entire growing districts may be wiped out.

President Barthold—The recent promotion of Robert M. Barthold to the presidency of the California Packing Corporation has proved of widespread interest and speculation has been rife as to possible changes in policy. The new chief executive states, however, that it will be his aim to follow as closely as possible the policies that have proved so successful in the past. The organization will undergo but few changes, and under his direction will continue to function along a progressive and expansion program. In recent years the corporation has entered into the general canned foods business, and will probably take further steps along this line as opportunities present themselves. This concern is now operating in the East, Middle West, the Islands of the Pacific, the Pacific Northwest and Alaska, in addition to California, so that its lines are much more varied than was the case a few years ago. At the same time it is protected against seasonal fluctuations.

Mr. Barthold is a native of California, and has spent much of his life in the canning business. He began his business career in 1899 with Miller & Hotchkiss, a firm which merged with the Central California Canneries two years later. He became general manager of that company in 1906 under President W. J. Hotchkiss. The Central California Canneries merged with other concerns to form the California Packing Corporation in 1916, and Mr. Barthold became a director, later being made canned foods sales manager under the late Charles H. Bentley. In 1920 he was elected vice-president of the corporation, and three years later became general sales director and vice-president. This title and office were held until his recent election as president and director.

The new president is active in outside affairs and is a member of the Pacific Union Club, Olympic Club, San Francisco Commercial Club, San Francisco Golf Club and La Rinconada Country Club, besides being a director in several important corporations.

What Canned Foods Distributors are Doing

Packers File Briefs Against Grocers' Opposition—Norwegian Sardines Seized in New York in Anti-Trust Action—A & P Construction Plan Under Way, $3,500,000 to be Expanded—Rhodes Optimistic on Retailers' Outlook—Louisiana Bill Penalizes Chains.

PACKERS FILE BRIEFS AGAINST GROCERS' OPPOSITION—A brief in opposition to the motions of the American and National Wholesale Grocers' Associations to dismiss the petitions of Armour & Co. and Swift & Co. for a modification of the Packers' Consent Decree, was filed June 9 in the Supreme Court of the District of Columbia by attorneys for the two meat concerns.

The basis for the opposition of the motions of the grocers is contained in the brief, in substance, as follows:

That the interveners do not occupy a position which permits them to present motions to dismiss the petitions; that the court has jurisdiction and power to modify the consent decree, and also that the petitions are not subject to motions to dismiss on the alleged ground that they do not state facts sufficient to justify the granting of the relief prayed for.

Taking up the three points, the brief declares that in the first instance the motions to dismiss made by the interveners clearly and definitely violate the express condition upon which intervention was permitted. It was stated that the court in 1920 was "careful to say that the wholesale grocers were permitted to intervene 'not to take control of the plaintiff's side of the proceedings, but for the limited purpose stated in their petition, namely, to be heard in opposition to any modification of the decree that would deprive them of the protection now secured by it.'" The brief added that the interveners' motion to prevent a hearing is not only a violation of the terms and conditions upon which intervention was permitted, but also contravenes the representation made by the interveners to the effect that intervention was desired so that they would have an opportunity to be heard and to present witnesses.

On the second point the brief states that "the motions of the interveners to dismiss the petitions for want of jurisdiction in the court are based on the argument that the decree of February 27, 1920, gives to them a perpetual or vested right so that they are entitled to the same measure of discriminatory protection against competition at all times and under all circumstances; that their rights as to the future do not depend upon a continuation of the conditions which brought about the decree, or of the position of the complainant, the United States, in reference thereto, or of the attitude of the court, or, indeed, upon a continuation of the law upon which the proceedings are based.

"If these contentions were sound," the brief stated, "the logical result would be that in all cases where any business has been subjected to the terms of a final decree of an equity court under the anti-trust laws, the nature and extent of such business and its methods of operation are permanently fixed and solidified by the decree as entered."

With reference to the third ground upon which the grocers base their plea the brief points to the growth of the chain stores since the enactment of the decree, the revolutionary changes which have occurred in marketing methods since 1920 and the existence today of a number of corporations of great magnitude, which have resulted from consolidations and mergers in recent years.

Norwegian Sardines Seized—Five thousand cases of Norwegian sardines were seized in New York a few days ago under orders from Secretary of the Treasury Mellon at the request of the Department of Justice. The Government alleges a conspiracy in restraint of trade.

The sardines were seized by U. S. Customs men at the warehouses of Chr. Bjelland & Co., fish importers, at 110 Hudson street, after the customs men had executed a search warrant issued by U. S. Commissioner Cotter.

The importing company is accused of being a party to an agreement entered into by the packers of Norwegian sardines to fix prices and regulate business in the United States in violation of the Sherman anti-trust law and the Wilson tariff act. The Department of Justice charges that the sardine combine sought to impose its conditions of business on American dealers under threat of boycotting those who declined to comply. The Wilson act was invoked, it was said, because those accused of the conspiracy are beyond the jurisdiction of United States courts. Libel proceedings for confiscation of the seized goods are to be instituted.

A. & P. Construction Plan Under Way—The Great Atlantic & Pacific Tea Co. has authorized construction and equipment expenditures of close to $3,500,000 in expansion of its warehousing and distributing facilities, creating employment for more than 2,500 workers.

Construction costs and additional employment needs are spread over ten cities: Cincinnai, Newark, Philadelphia, Pittsburgh, Maspeth, N. Y., Atlanta, Syracuse, Buffalo, Dallas and Altoona. New buildings under construction in these cities will total $2,590,000 in building costs, while equipment installation will bring the aggregate expenditures close to $3,500,000.

Several of the larger projects were advanced in the company's building schedule in order to facilitate employment conditions during the summer months.

The Newark plant, a combination bakery, meat handling and produce warehouse, with 125,000 square feet of floor space, had an employment of approximately 500 men during its construction and will have a permanent roster of 200. The bakery equipment will augment the existing A. & P. baking facilities which last year produced more than half a billion loaves of bread, in addition to other products.

At Altoona, a three-story addition to the A. & P. facilities will increase baking production also. A banana ripening plant will be included in the new Altoona structure. The Cincinnati project, employing nearly 500 men, will give the company another three-story, concrete warehouse for groceries, green vegetables, produce and baking facilities. The building, providing 142,000 square feet of space, is scheduled for completion in September.

The new Atlanta plant, a three-story structure of 108,000 square feet, will also add to the company's baking production and provide additional space for produce distribution.

Excavation work has been started on a two-story produce warehouse in Philadelphia, scheduled for completion by August, and the new Pittsburgh warehouse, also a two-story structure, will be ready for occupancy by September. The Syracuse warehouse and the Buffalo plant will both serve as general produce and banana ripening warehouses.

Construction on the Dallas plant, employing 400 local men, is just starting. The Dallas warehouse will also serve as a general produce and ripening plant.

Optimistic on Retailers' Outlook—Expressing the belief that the independent retail grocer now has the finest opportunity in the history of the grocery business, J. B. Rhodes, president of the California Retail Grocers' and Merchants' Association, says that the individual merchant's responsibility to the consumer has increased considerably during the last four years.

"The opportunities for an individual grocer were never as great as they are today," he declares. "It is true that we have a percentage of grocers in business who do not know their business and will not learn. These are quickly to pass from the picture. There is no place in the food game for the lazy man, or the man who is not willing to learn.

"When it comes to association work, many of us feel that we are making serious sacrifices for our association. Not many men in the State of California have given more time and made more sacrifices in the past five years than I have for the grocers' assocation work, yet at the same time I have been paid many times for the time that I have spent. I value the friends that have been made in these few years of activities in association work much more than all the money that I could ever make out of any line of business.

"We grocers would like to go into the banking business, but there are two valid reasons why we do not. First, we haven't the money, which is a sufficient reason to keep us out, but the main reason is we do not know anything about the banking business. The large bankers who have gone into the grocery business certainly have not been handicapped by not having the money, but it remains to be seen as to whether they know anything about the grocery business.

"The individual grocer of today has a greater responsibility to the buying public than ever before, for the reason that the housewife has begun to turn back to the individual grocer as her source of supply. We have seen chain stores come, with their high-powered advertising. They have been able, for the last few years, to lead the public to believe that they were doing many things that it was impossible for them to do, but the public has at last learned that chain stores are run by mere human beings, and that they are not able to do anything more than the individual grocer is able to do for them. The housewife has learned who her real friend is, not the chain store which is run by machine-made men, but the independent retail grocer."

Louisiana Bill Penalizes Chains—What has been termed the "first out and out anti-chain store bill" has been introduced into the Louisiana Legislature. This places sharply graduated taxes on chain stores operating in that State.

The bill is designed to impose special additional annual taxes over and above all other regular licenses and taxes on merchandising systems upon "every person, firm, corporation or association engaged in the business of operating or maintaining in this State under the same general management, supervision or ownership one or more stores or mercantile establishments where goods, wares or merchandise are offered for sale at retail."

Licenses provided for by the bill are $15 on the first store, $20 on the second store, $30 on the third store, $40 on the fourth and $50 on the fifth. Above the fifth store the tax would be increased $50 for each store. For each store in excess of thirty, the bill provides, an annual tax of $100 for each store.

While the proposed tax is comparatively light as regard smaller chain organizations, larger groups would find the burden extremely heavy. The tenth store in a system, for instance, would be taxed $300. The twentieth store would be taxed $800. The thirtieth store would be taxed $1.300.

The bill was introduced into the House by Frank Ard and Waldo Dugas, both of Lafayette Parish. An identical bill was introduced into the Senate by Senator Peltier, of Lafourche Parish.

The Peltier bill is the first piece of anti-chain legislation introduced into the upper house this session. In the lower house a bill was introduced a few days ago which would require all outside chain stores to file at central points in the state records of inventories and sales for assessment purposes.

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Catalog on Request BRIDGETON, N. J.

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The only safeguard against loss by fire is an amount of fire insurance sufficient to reimburse you for the amount you would lose if your plant should burn today.

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Automatic Can Making Machinery

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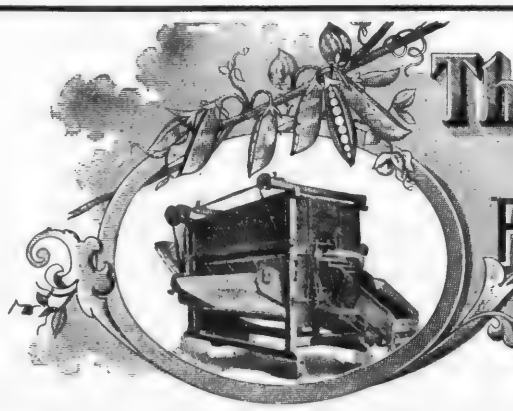
CANNERS SEED PEAS

Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.
Moscow, Idaho



The Scott Viner Co.

PEA HULLING MACHINERY

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Columbus, Ohio

THOM A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.

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HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

Dry Package Equipment

We have developed many machines which effect considerable economy in the production of dry package containers of every shape.

Send us your problems and get the benefit of our experience in reducing your production costs.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.
Bedford, Va.

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally. physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

Minister—Let me hear how far you can count.

Willie—One, two, three, four, five, six, seven, eight, nine, ten, Jack, Queen, King.

Master Tom Cavanaugh—Papa, what do you call a man that runs an automobile?

Colonel Cavanaugh — That depends how near he comes hitting me.

Two explorers of the far North were relating their experiences to each other and, naturally, drifted around to the subject of temperature.

"Would you believe it?" narrated the first. "In 1911 it was so cold around Baffin's Bay that if a man wanted to go downstairs in a hurry all he would have to do would be to throw a bucket of water out of the window and slide down on the icicle."

"Call that cold?" ridiculed the other. "Why, up in Greenland in the hottest days of summer we had to build a fire under the cow to keep her from giving ice cream."

"Hey, mister, who discovered America?"

"Ohio, sir."

"Ohio? You're crazy. It was Columbus."

"Yes, sir, I know. But I didn't think it necessary to mention the gentleman's first name, sir."

"What time next train go to Washington?" a traveling Chinese asked the railroad information clerk.

"Two-two," replied the official.

"You no understand," replied the Celestial. "I know the train go too-too. I no ask how he go; I ask when he go!"

George—Why don't you advertise?

Town Storekeeper — No, siree, I did once and it pretty near ruined me.

George—How's that?

Town Storekeeper—Why, people came in and bought dern near all the stock I had.

"This pen leaks," said the convict, as the rain came in through the roof.

Traffic Cop—Let me see your license?

Tourist—Marriage, car. driver's, fishing or hunting? Open the license trunk, Maria.

They had now been married just six months. "Jack, dear,' she murmured, "I hardly know how to tell you, but soon . . . soon . . . there will be a third in our little love nest."

"My darling," he cried, "are you certain?"

"Positive," she replied. "I had a letter from mother this afternoon saying she would arrive next week."

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BASKETS, Picking.
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Inc., Ridgely, Md.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Thomas J. Meehan & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich.

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Bridgton, N. J.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. **See Corn Cooker Fillers.**

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.

Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.

Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.

Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.

F. H. Langsenkamp Co., Indianapolis.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.

F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.

Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.

H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
Stecher Litho. Co., Rochester, N. Y.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.

The Scott Viner Co., Columbus, O.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.

Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.

Ams Machine Co., Max, New York City.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.

Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.

Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sprague-Sells Corp., Chicago.

Sorters, Pea. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.

A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Picking. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.

Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.

Amer. Telephone and Telegraph Co.—Everywhere.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.

Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.

Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WRAPPERS, Corrugated, Bottle.

Hinde & Dauch Paper Co., Sandusky, Ohio.

Wrapping Machines, Can. See Labeling Mach

WYANDOTTE, Sanitary Cleaner.

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